

# THE NATIONAL Provisioner

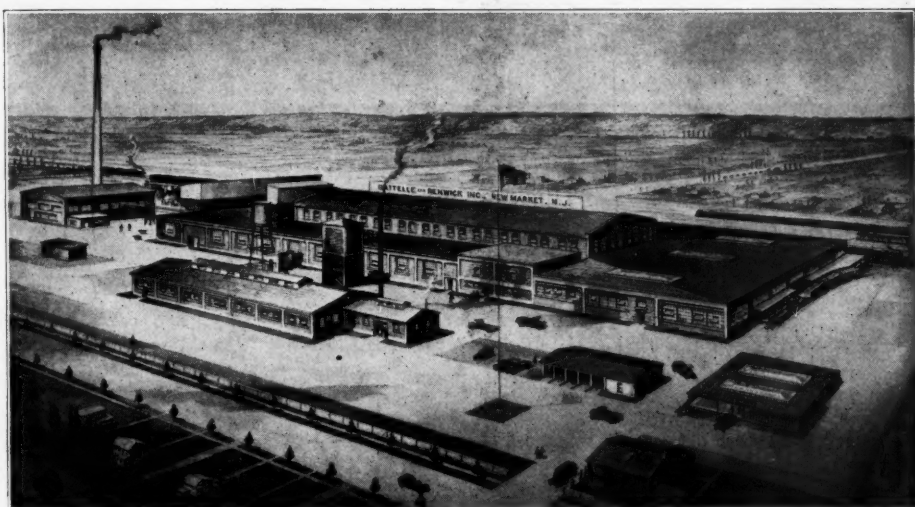
THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 79

JULY 28, 1928

Number 4

Reference Dept.  
7th Floor



New fireproof refinery built in 1925

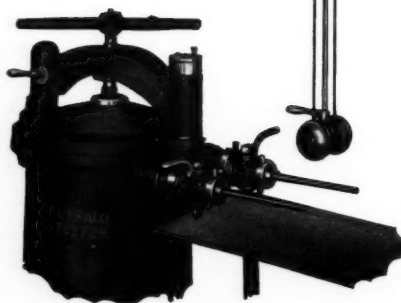
## NIAGARA BRAND

Genuine double refined Saltpetre (nitrate of potash) and double refined Nitrate of Soda—"The old reliable way to cure meat right"—both complying with the requirements of the B. A. I.

**BATTELLE & RENWICK, INC.**

Established 1840

80 Maiden Lane, New York City



**S**AVES enough time and labor to pay for itself in a short time.

50% to 65% is a conservative saving which this wonderful machine can earn for you in time and labor in the sausage room.

It puts the casings on the stuffer tube 2 to 3 times faster than by hand, without tearing the casings and without tiring the operator.

Hundreds of users have told us they would never go back to the old hand method!

You can save yourself a lot of money with the Schonland Casing puller. Let us send you one on 15 days' FREE TRIAL!

**JOHN E. SMITH'S SONS CO.**

*Patentees and Manufacturers*

50 Broadway

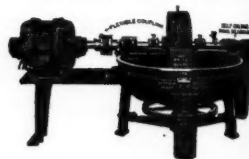
Buffalo, N. Y., U. S. A.

**"BUFFALO"**

SILENT CUTTERS ~ GRINDERS ~ MIXERS ~ STUFFERS  
SCHONLAND CASING PULLER

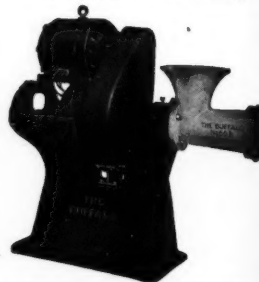
The complete line of "BUFFALO" Quality Sausage Machinery includes these world-famous machines.

"BUFFALO" Silent Cutter



Produces the finest quality sausage meat.

"BUFFALO" Meat Grinder



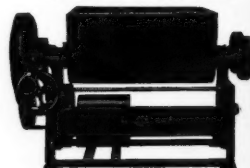
No more grinder troubles when you install a "BUFFALO."

"BUFFALO" Air Stuffer



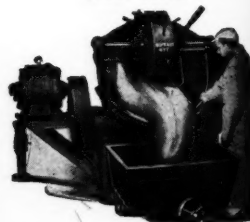
Equipped with the famous leakproof Superior piston.

"BUFFALO" Meat Mixer



Mixes meat most thoroughly in least time.

"BUFFALO" Self-Emptying Silent Cutter



Cuts and empties a bowl of meat in 4 minutes.

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 79. No. 4

JULY 28, 1928

Chicago and New York

## The Present Status of Meat Packing

*First of a Series of Studies Into  
Packinghouse Conditions Has to Do  
With Adequacy of Packers' Profits*

*Is there anything the matter  
with the packing industry?*

*If there is, what can be done to  
correct it?*

There have been many theories as to the real difficulties that beset the industry, and just as many as to how they should be overcome.

The belief within the industry is general that the profit is insufficient, in view of the capital invested and the risks taken.

This condition, however, is not peculiar to meat packing.

### Common to Other Industries

A recent issue of the monthly economic review of the National City Bank of New York made the following pertinent reference to this situation, under the title "Profits in Business:"

"It is well-known among business men that, although the volume of business has been large in recent years, the margins of profit as a rule have been small. Wages have been high, the wage-earning population has been generally employed, the output of the industries has been large, and the consumption of necessities, comforts and luxuries has been on a scale never before known. But it has been satirically called 'profitless prosperity.'"

"In many instances certain leaders, low-cost producers, working to capacity and possessing the most approved facilities, have made satisfactory profits, but a great volume of the business has been done with unsatisfactory profits or losses."

There are undoubtedly conditions and practices in the meat industry that affect profits adversely. Can these be singled out and corrected?

Realizing the need to know what these adverse factors are, and to find out how they might be met successfully, the Institute of American Meat Packers undertook a fact-finding study, as outlined in THE NATIONAL PROVISIONER of January 21, 1928.

### An Effort to Get the Facts

This study was undertaken with the hope that on the basis of the findings lawful recommendations could be made which, when carried out, would help meat packers earn a return approaching that of other industries, where risks involved are commensurate.

The study was assigned to W. W. Woods, Executive Vice-Presi-

dent of the Institute, who based it on the following major premise:

### Competition and Its Results

"Competition in the packing industry has increased in intensity and has reached a point where—

"1. The most efficient operators gain only a modest net profit—one so modest as to raise the question whether it is commensurate with the nature of the business and with the service rendered;

"2. Operators of average efficiency seem to have recurrent periods of tension;

"3. Many operators—the exceptions including those who have achieved extraordinary effectiveness or who are peculiarly situated—seem to pass through periods of uncertainty or difficulty.

"Under this situation an unwholesome note of bitterness and personal criticism is injected into the industry. Packers who are losing money are liable to attribute their troubles to their more successful fellows.

"Sentimentally and economically, such a situation deserves study and, within the law, correction."

Before focusing his study on any particular problem of the industry, Mr. Woods undertook a preliminary survey of the economic situation of meat packing.

### Looking Into Packers' Profits

That survey was directed at three points, as follows:

### Packers' Profits

In the search for an answer to this question of packers' profits Mr. Woods found:

1. During the past three years non-slaughtering packers made more money than packers who both slaughtered and cured meats.

2. Of the food and apparel industries, and some of their by-products industries, slaughtering and meat packing ranked in the seventh group of profit makers, averaging 4.9 per cent on investment during the five years, 1922-1926.

3. The return on investment in the packing industry was higher than industrial bond yields during 1922-1926. The average for the period was reduced due to the low return in 1922.

4. While a considerable number of packers have earned a higher rate of return than the average, during the past six years an unduly small rate of profit on investment has been returned for the industry as a whole.



1. Is the packer's profit unduly small?

2. Some probable factors tending to narrow profit-rates in meat packing; and,

3. Some avenues a search for betterment might take.

A report on this preliminary survey is being issued in three sections, under the general title, "Some Tentative Observations Concerning the Present Status of Meat Packing."

The first of these relates to the question, "Is the Packer's Profit Unduly Small?"

### Hopes for Helpful Results

In presenting the first report Mr. Woods says:

"It is hoped that this formulation, which is largely observational and which makes no claim to exhaustiveness or to precision in degree, detail, or scope, may be stimulating and constructively evocative.

"It is a tentative statement, thrown on the table before a full investigation has been made. It furnishes a basis of approach in the search for facts, and con-



W. W. WOODS.  
Executive Vice President, Institute of  
American Meat Packers.

structive recommendations based thereon.

"The purpose so far has been to indicate rather than to present fully some elements in the economic situation of meat packing. "In short, this document is a

rapid overview of the field, which may be useful in determining the part in which we should start digging first."

The data and conclusions of this first section of the survey by Mr. Woods are in part as follows. The language is that of Mr. Woods' report.

### Is the Packer's Profit Unduly Small?

That packers' profits are less than they should be is a common belief in this industry.

This belief was not accepted as conclusive. Instead, a quick study of profits in meat packing and in other food industries was made.

First, some figures on packers' profits are cited without much reference to the profits of other industries. A start is made with the current annual reports of packers whose statements for their respective fiscal years ending in 1927 are most readily available.

Figures covering operations during 1927 have been obtained for eleven companies. These companies had, approximately, an aggregate net worth of \$632,000,000, aggregate gross sales of \$2,500,000,000, and aggregate net profits of \$13,500,000.

#### Sales and Investment Returns.

Thus, the averaged profit on sales was about one-half of 1 per cent, and the averaged return on investment was a little over 2 per cent. (In some cases, both investment and profits involved non-meat lines.)

Those figures are too limited in time, and perhaps in scope, to bear much weight. But with respect to the year just closed (1927) they show that eleven companies (including the four largest, with such advantages and disadvantages as accrue from large-scale operation) did not realize a satisfactory profit on the owners' investment.

To the pork packer, the figures and the facts surrounding them may suggest, although not conclusively, that these companies were unable to realize for their pork such values as would give them a fair net gain over the prices they paid for hogs.

#### Killer vs. Non-Killer Profits.

Through the courtesy of the Packers and Stockyards Administration, which is appreciatively acknowledged, we are enabled to present some exceedingly interesting figures on the profit-rates of different kinds of packing companies as reported by them to the administration.

The figures apply to the years 1925 and 1926. If the ratios in those years for the different groupings of packers are typical, these statistics seem to have great significance for all packers.

It is apparent from these tables that (Continued on page 47.)

#### SALES AND PROFITS OF 514 PACKERS IN 1925.

Summary of reports covering operations for the year 1925 of 514 meat packing concerns subject to the Packers and Stockyards Act, filed with the Packers and Stockyards Division, Bureau of Animal Industry, U. S. Department of Agriculture.

Net Worth	No. of Concerns	Average Net Worth	Net Sales	Net Profit	Profit on Net Worth	Profit on Sales
Federally Inspected Slaughterers						
Over \$20,000,000.....	4	\$601,911,946.31	\$2,314,699,045.02	\$33,877,451.04	5.63%	1.46%
Over 4,000,000.....	9	73,302,789.76	380,979,914.23	2,213,280.26	3.02	.58
Over 1,000,000.....	34	71,748,731.67	348,271,127.62	6,324,521.80	8.81	1.82
Under 1,000,000.....	151	50,179,987.93	287,305,945.71	2,180,269.72	4.34	.76
Total.....	198	\$797,143,455.67	\$3,331,256,032.58	\$44,595,531.82	5.59	1.34
Non-Federally Inspected Slaughterers						
Under \$1,000,000.....	141	\$ 26,570,892.86	\$ 133,726,320.82	\$ 2,015,336.31	7.58	1.51
All slaughterers.....	339	\$823,714,348.53	\$3,464,982,353.40	\$46,610,868.13	5.66	1.35
Non-Slaughterers						
Over \$4,000,000.....	4	\$ 71,711,981.08	\$ 146,614,437.64	\$13,089,205.96	18.25	8.93
Over 1,000,000.....	9	17,162,581.41	55,689,526.36	1,381,304.18	8.05	2.48
Under 1,000,000.....	162	27,679,533.82	140,722,156.43	3,476,868.78	12.56	2.47
All non-slaughterers.....	175	\$116,554,096.31	\$ 343,066,120.43	\$17,947,378.92	15.40	5.23
Grand total.....	514	\$40,268,444.84	\$3,807,988,473.83	\$64,558,247.05	6.87	1.70

#### SALES AND PROFITS OF 580 PACKERS IN 1926.

Summary of reports covering operations for the year 1926 of 580 meat packing concerns subject to the Packers and Stockyards Act, filed with the Packers and Stockyards Division, Bureau of Animal Industry, U. S. Department of Agriculture.

Net Worth	No. of Concerns	Average Net Worth	Net Sales	Net Profit	Profit on Net Worth	Profit on Sales
Federally Inspected Slaughterers						
Over \$20,000,000.....	4*	\$608,944,935.18	\$2,135,118,483.94	\$31,016,351.72	5.09%	1.45%
Over 4,000,000.....	11	81,851,020.72	430,524,676.36	3,046,417.48	3.72	0.71
Over 1,000,000.....	34	66,955,031.42	360,270,366.27	5,049,934.68	7.74	1.40
Under 1,000,000.....	149	50,557,703.86	298,911,896.44	1,749,013.28	3.46	0.58
Total.....	198	\$808,308,691.18	\$3,224,825,423.01	\$40,861,717.16	5.05	1.27
Non-Federally Inspected Slaughterers						
Under \$1,000,000.....	185	\$ 32,155,536.18	\$ 178,166,766.47	\$ 2,005,173.47	6.23	1.12
All slaughterers.....	383	\$840,474,227.36	\$3,402,992,189.48	\$42,866,890.63	5.10	1.26
Non-Slaughterers						
Over \$4,000,000.....	5	\$105,309,238.27	\$ 155,979,993.82	\$11,726,505.83	11.14	7.52
Over 1,000,000.....	7	12,068,047.50	29,671,816.60	615,894.39	5.10	2.08
Under 1,000,000.....	185	32,064,663.82	161,224,638.49	3,819,487.39	11.91	2.37
All non-slaughterers.....	197	\$149,441,889.59	\$ 346,876,448.91	\$16,161,887.52	10.81	4.66
Grand total.....	580	\$889,916,116.95	\$3,749,868,638.39	\$59,028,778.15	5.96	1.57

\* Change of fiscal year by two companies resulted in reports being filed to cover only eight and ten months, respectively.

† Includes one concern with net worth over \$1,000,000.



# Packers Convention Takes in All Industries

## Meeting at Atlantic City Followed By Conference of Major Industries At New York and Dinner to Pioneers

Arrangements are well under way for the 23rd annual convention of the Institute of American Meat Packers, which will be held in Atlantic City and New York October 19 to 24, inclusive.

The general convention sessions will be preceded by sectional meetings held in Atlantic City on Friday and Saturday, October 19 and 20. These sectional meetings, which will be designed to interest executives and departmental men, will be on the following topics:

Accounting.  
Chemistry.  
Engineering and Construction.  
Operating.  
Public Relations.  
Purchasing.  
Sales and Advertising.

Sunday afternoon probably will be devoted to a concert and tea at which those who attend the convention will have an opportunity to renew acquaintances made at previous conventions, and perhaps make new ones.

The general sessions will begin on Monday morning and will continue at Atlantic City through Tuesday.

### Move to New York for Finale

From Atlantic City the convention will move to New York to attend on Wednesday, October 24, the Conference of Major Industries which will be held at Columbia University, under the joint auspices of the University and the Institute, with the co-operation of the Chamber of Commerce of the State of New York and the Merchants' Association of New York.

At this conference a leader from each of nearly all the major industries will discuss the industry from whence he comes.

Announcement is made that Charles E. Mitchell, president of the National City Bank of New York, will discuss the financial situation; that Frank B. Noyes, president of the Associated Press and publisher of the Washington Evening Star, will discuss printing and publishing; that Franklin D. Roosevelt, president of the

American Construction Council, will discuss the status of the building and construction industries, and that L. F. Loree, chairman of the board of the Kansas City Southern Railway Company, and president of the Delaware and Hudson Company, will discuss transportation.

### Conference of Major Industries.

The following statement concerning the conference was issued by the Merchants' Association of New York:

"L. F. Loree, President of the Chamber of Commerce of the State of New York, and Bertram H. Borden, Acting President of The Merchants' Association, announce the development of plans for the conference of major industries at Columbia University on October 24, at which big business of the United States will take stock of itself.

"Charles E. Mitchell, president of the National City Bank, has accepted an invitation to discuss the financial situation. Other leaders of equal note will discuss the status of their respective industries. The session is being jointly arranged by the University, the Institute of American Meat Packers, the Chamber of Commerce of the State of New York, and The Merchants' Association of New York."

The statement by Mr. Borden and Mr. Loree follows:

"The co-operating agencies are taking steps to achieve an unusual degree and scope of participation in the conference by American business. Local committees are being appointed in each division of business to arrange for the attendance of leaders from that field.

### Committees in Each Industry.

"For example, in the case of the

printing and publishing industry, Frank B. Noyes, president of the Associated Press and publisher of the Washington Evening Star, has accepted an invitation to speak; and the following gentlemen have been invited—and have consented—to become members of the cooperating committee: Roy Howard, chairman of the board of the Scripps-Howard Newspapers; Adolph Ochs, publisher of the New York Times; Ralph Pulitzer, president of the Press Publishing Company, publishers of the New York World, and Ogden M. Reid, editor of the New York Herald-Tribune and president of the New York Tribune, Inc.

"Similarly, Franklin D. Roosevelt, president of the American Construction Council, will discuss the status of the building and construction industry, and the local committee includes S. W. Straus, president of S. W. Straus and Company, and Louis Jay Horowitz, president of the Thompson-Starrett Company.

"The theme of the Conference will be the current situation of the major industries. Following the Conference, a dinner will be given to American industrial pioneers."

### Honor American Industrial Pioneers.

The dinner to American industrial pioneers will be an outstanding feature of the conference. Acceptances already have been received from some of the most notable industrial pioneers in America. Names will be announced soon.

To this dinner will be invited the entire faculty of Columbia University, and the entire membership of the Chamber of Commerce of the State of New York and of the Merchants' Association of New York, in addition to the membership of the Institute.

## Buy Hogs at Cutting Value to Avoid Loss

In view of the constantly increasing strength in the hog market packers should be watching how their hogs cut out every day.

Cutting losses on hogs are difficult to make up. The market does not turn far enough in favor of the packer to enable him to recover any considerable cut-out loss.

The principal trouble with the current market seems to be that not enough discrimination is being made between quality hogs and poorer grades. Practically everything on the list is selling above \$10 on the Chicago market, and most of the grades above \$11.

These prices would be just about in line with present green product prices

for hogs making first grade cuts. But they are very much out of line on hogs that must go into lower grade product.

If any considerable portion of these hogs goes to dry salt cuts, and to the lower grade hams and bacon, then the packer is experiencing a considerable cutting loss.

Even on first quality cuts, bellies are priced below what they should be in view of the price of live hogs. Green picnics are too low, and hams are just on the border line for \$11 hogs. When prices go above this hams are too low.

The general hog situation looks favorable both to the packer and producer. But it will be a misfortune for

both if product should get high.

The way to keep product from going too high is to buy hogs at their cutting value. Live prices get out of line very fast when the cut-out value of hogs is lost sight of. When the packer can see his money in the hog the day he buys him, he stands a good chance to see it again when he sells the cuts.

The following Short Form Hog Test has been worked out on the basis of prices of live hogs and green product at Chicago on July 25, 1928. By-product credits and labor costs are average, and will vary in different plants.

The test is submitted merely as a guide, and a reminder to packers that the data it furnishes each day is invaluable to them, and should be before them when they buy their hogs the following day.

## NEW ZEALAND MEAT RESEARCH.

N. L. Wright, F. I. C., D. I. C., liaison officer of the Department of Scientific and Industrial Research of the government of New Zealand, was a visitor to the offices of THE NATIONAL PROVISIONER in the course of a tour of the United States in the interest of his government.

In cooperation with the meat industry of that country a meat products research association has been formed, with applied research on meat and by-products as its first object, the expense of the work being borne jointly by the government and the industry. Mr. Wright was able to obtain many valuable ideas from the work done by the Institute of American Meat Packers.

## SHORT FORM HOG TEST

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of July 25, 1928, representing actual transactions, Chicago, that date.

Product.	Avg.	180 lbs.			Avg.	200 lbs.			Avg.	250 lbs.		
		Percent live wt.	Price.	Amount.		Percent live wt.	Price.	Amount.		Percent live wt.	Price.	Amount.
Reg. Hams .....	10/12	13.90	.201 $\frac{1}{2}$ <sup>1</sup>	\$2.85	12/16	13.75	.201 $\frac{1}{2}$ <sup>1</sup>	\$2.82	14/18	13.50	.203 $\frac{3}{8}$ <sup>1</sup>	\$2.75
Picnics .....	4/5	5.50	.135 $\frac{5}{8}$ <sup>2</sup>	.75	5/7	5.60	.131 $\frac{1}{2}$ <sup>2</sup>	.76	6/8	5.50	.131 $\frac{1}{2}$ <sup>2</sup>	.72
Boston Butts .....		4.10	.201 $\frac{1}{2}$ <sup>3</sup>	.84		4.00	.201 $\frac{1}{2}$ <sup>3</sup>	.82		4.00	.201 $\frac{1}{2}$ <sup>3</sup>	.82
Pork Loins (blade in) ..	6/8	9.50	.291 $\frac{1}{2}$ <sup>3</sup>	2.80	8/10	9.10	.271 $\frac{1}{2}$ <sup>3</sup>	2.50	10/14	8.50	.235 $\frac{3}{8}$ <sup>3</sup>	2.01
Bellies .....	8/10	11.50	.181 $\frac{1}{4}$ <sup>2</sup>	2.10	8/14	10.70	.18 <sup>2</sup>	1.93	12/16	5.50	.163 $\frac{3}{4}$ <sup>4</sup>	.92
Bellies .....									16/20	6.00	.151 $\frac{1}{2}$ <sup>4</sup>	.93
Fat Backs .....									8/12	5.00	.10 <sup>4</sup>	.50
Plates and Jowls .....		1.75	.097 $\frac{7}{8}$ <sup>4</sup>	.17		2.00	.097 $\frac{7}{8}$ <sup>4</sup>	.20		2.00	.097 $\frac{7}{8}$ <sup>4</sup>	.20
Raw leaf .....		1.75	.11 <sup>2</sup>	.19		2.00	.11 <sup>2</sup>	.22		2.50	.11 <sup>2</sup>	.28
P. S. lard, rend. wt....		11.70	.1177 $\frac{1}{2}$	1.38		13.75	.1177 $\frac{1}{2}$	1.62		13.00	.1177 $\frac{1}{2}$	1.53
Spare ribs .....		1.15	.11 <sup>4</sup>	.13		1.00	.11 <sup>4</sup>	.11		1.00	.11 <sup>4</sup>	.11
Lean trimmings .....		1.60	.10 <sup>4</sup>	.16		1.50	.10 <sup>4</sup>	.15		1.50	.10 <sup>4</sup>	.15
Rough feet .....		1.60	.02	.03		1.25	.02	.02		1.25	.02	.02
Tails .....		0.15	.08	.01		0.10	.08	.01		0.10	.08	.01
Neck bones .....		0.80	.02	.02		0.65	.02	.01		0.65	.02	.01
Total cutting yield....		65.00				65.40				70.00		
Total cutting value...				\$11.43				\$11.17				\$10.96

(100 lbs. live wt., Chicago)

<sup>1</sup>/<sub>4</sub>c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc. The discount on account of the percentage of No. 2 hams is also included in this deduction.

<sup>2</sup>/<sub>4</sub>c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc.

<sup>3</sup>/<sub>4</sub>c per pound has been deducted for selling and delivery expense and for shrink.

<sup>4</sup>/<sub>4</sub>c per pound has been deducted for labor and expense in curing.

All prices are figured on a loose basis.

Here's where you figure your net returns (based on 100 lbs. live weight, Chicago):

TOTAL CUTTING VALUE (from above) .....	\$11.43	\$11.17	\$10.96
Edible and inedible killing offal value.....	.30	.30	.30
TOTAL GROSS VALUE .....	\$11.73	\$11.47	\$11.26
CHARGES			
Hogs cost alive per 100 lbs.			
Add freight, bedding, etc., if any.....	\$11.35	\$11.25	\$11.10
Buying, driving, labor, refrigeration, repairs and plant overhead .....	.50	.50	.50
Killing condemnations and death losses in transit (say 1 per cent of live cost).....	.11	.11	.11
TOTAL OUTLAY per 100 lbs. alive:	\$11.96	\$11.86	\$11.71
Deduct TOTAL OUTLAY from TOTAL GROSS VALUE to get profit or loss per 100 lbs.			
Loss per cwt.....	\$0.23	\$0.39	\$0.45
Loss per hog .....	\$0.41	\$0.78	\$1.12

The cost figures and expense deductions given above are furnished by a representative packing company. They are merely for purposes of illustration, and undoubtedly will vary slightly from the figures of other companies.

# Pumping Hams Is Made an Exact Operation

## New Pressure Metering Device Measures the Pickle Accurately to Get Best Results in Curing

Pumping hams has always been a rather haphazard and unscientific operation.

It has been haphazard because the operation is dependent entirely upon the human element, with no check to determine how well the work has been done.

It has been unscientific because—no matter how conscientious the workmen may be—the apparatus with which they have had to work was not of a type to give entirely accurate results.

Pumping curing pickle into meats long ago became a recognized operation. It has been the custom with most curers of meats to inject a small portion of the curing solution into the shank of the hams. This is done on account of the large proportion of sinews and tough muscles in the shank and around the stifel joint.

### Must Measure the Pickle.

It is the ambition of all curers of hams to turn out a well-cured piece of meat and, at the same time, to insure its being mild in salt flavor and always uniform.

In order to do this it is absolutely essential that the amount of curing solution injected into the ham be in direct proportion to the size or weight of the ham. The pumping pickle must be measured exactly for each average of hams put down, and the same percentage of solution put in each ham.

To be a successful curer of fine hams these points must be followed faithfully.

In the past the injecting of curing solutions has been by the use of hand-operated pumps. Usually these were mounted on a barrel which contained the curing solution.

### How It Is Operated.

These pumps consist of a small brass cylinder in which a plunger or piston is actuated by a hand lever. The amount of the solution thrown is regulated by the length of the stroke, and the amount injected into each ham by the number of strokes.

The best of the old style pumps have means of adjusting the stroke, and also means of assuring that a full stroke be made each time. Many curers, how-

ever, have used pumps which had no adjustment devices whatever.

There is now a new device available which measures the solution as it is being injected by pressure into the meat. By the use of this instrument it is possible to put the pumping operation, so vitally important to the successful results of the cure, on a scientific basis. The man in charge of curing operations has perfect control of the pumping operations at all time.

### Control of the Curing.

It is a very simple matter to change a formula when using this device. Also it is possible to control the percentage of solution injected into the ham much more closely to the ideal quantity than is possible with the old-fashioned pumps.

The device consists of a specially constructed meter of great accuracy, with the large dial so arranged that it can be read conveniently. This meter is mounted on a special stand in front of the operator.

Where the curing or so-called "pumping solution" is manufactured on an upper floor, at an elevation sufficiently high to give 20 to 30 lbs. pressure, the liquid may be piped directly to the meter and forced into the ham by gravity. Should the solution

be made on a lower floor, it is filled into a pressure tank upon which a controlled air pressure is maintained, similar to a hydrostatic water supply system.

### Check on the Operator.

The device indicates the amount of solution forced into each ham and registers the total amount of solution handled in pounds. The registering feature makes it possible to check the amount of solution used against the total weight of hams put down, so that at the end of each day the curing superintendent has a definite check on the operator's accuracy.

The fact that this is possible has a tendency to make the operator very careful to see that his work is done accurately.

The new device has been thoroughly tested in practice. With it the work is done faster and, of course, much easier than by the old-hand pumping method. In large plants where a man is employed to do the pumping only, labor can be saved because one man can easily force the curing solution into the meats.

The apparatus is known as a curometer, and was devised by Howard Wilson and A. Downing, well-known packinghouse operating experts.



METER MEASURES AMOUNT OF PICKLE PUMPED INTO HAMS.

The pumping pickle is forced into the hams either by pressure or by gravity, the amount going into each ham being accurately registered. The total amount of pickle used is also registered in pounds. This makes possible an exact check on pumping operations.



### Points of Law for the Trade

Legal information on matters affecting  
your daily business that may save you  
money.

#### PACKER NOT A MANUFACTURER.

A recent decision of the Supreme Court of Pennsylvania holds that a packing company engaged in preparing hams and other meat products, and selling them at wholesale, is not engaged in "manufacturing" so as to be subject to a license tax imposed on manufacturers (*Commonwealth v. Weiland Packing Co.* 141 Atl. 148).

The packing company in question was engaged in making, packing and selling beef and pork products. As an example of the processes which the company employed, the manner of curing hams for market was taken as representative. The ham was cut from the carcass, cured in solutions of nitrate of soda, sugar and water, thereafter immersed in cotton and hung over a fire of hickory wood; in like manner bacon and pork are cured for the market by a use of solutions and final smoking. And as to the skins taken from the animals, these are scraped and soaked in salt and remain what they originally were, untanned skins.

As stated, it was held that the packing company was not engaged in manufacturing. There is, the court asserted, no application of labor and skill whereby the original article has been changed to a new or different substance to be put to a use not intended for the original.

To constitute the making of a manufactured article, it is essential that the article which emerges should not be the same, but a new and different production. And the article in its changed shape must be adapted to a different use and purpose than was the original before alterations were made.

Speaking particularly of hams, the court says that the ultimate article produced ready for sale was just the same in form, character and substance after treatment as before. There has been injected into it salt solutions; otherwise the original substance is there. There may have been a change in coloration, but no special change in form or substance.

From the moment of its separation from the carcass, the ham remains constantly intact; it retains practically its original shape and size, and neither the curing solution which is pumped into it, nor the solution in which it is steeped, nor the chemical preparation with which it is "scrubbed" nor the ultimate "smoking" applied to it, have

done anything more in changing the original meat than to modify its color and taste and prevent deterioration and decay. The purpose and use for which it was originally cut from the carcass as a ham is exactly the same—to be used as a food.

[Ed. Note—Though the legal phraseology of this case will amuse the packer reader, it will interest him to know that in the eyes of the law he is not a manufacturer, and does not have to pay a tax as such, at least in one state.]

#### CATTLE AND CALF STANDARDS.

Official standards for grades of slaughter cattle, vealers and slaughter calves, and veal and calf carcasses became effective July 16, 1928, according to a statement issued by the U. S. Department of Agriculture.

Slaughter cattle are divided into five classes—steers, heifers, cows, bulls and stags. Standards are provided for seven grades in each class.

Vealers and slaughter calves are divided into three classes—steers, heifers and bulls. The same division is made for veal and calf carcasses, although in the case of immature animals, sex condition, on which the classes are based, is relatively unimportant.

There are standards for six grades of vealers and slaughter calves, as well as for veal and calf carcasses. Weight segregation is also an important market factor, and this has been taken into consideration in determining the various subdivisions.

The system of standardized grades for livestock and dressed meats, of which the grades for slaughter cattle, vealers and slaughter calves and veal and calf carcasses are a part, has been used continuously by the Bureau of Agricultural Economics in its wholesale livestock and meat market reporting service since February, 1917. The standard grades for veal and calf carcasses have also been applied to the grading of millions of pounds of meats for Federal and State institutions as well as large commercial concerns.

Official standards for grades of carcass beef were made effective on July 1, 1926, and have been in use since that time.

#### NEW ZEALAND CASINGS.

An outlet in the United States for sheep, lamb and hog casings is being sought by a firm located at Wellington, New Zealand. Full information regarding this can be secured on application to the Foodstuffs Division, U. S. Department of Commerce, Washington, D. C.

#### COTTON OIL TRADE CODE.

Adoption of a code of trade practice by the cottonseed products industry at a meeting at Memphis this week is reported on page 33 of this issue of THE NATIONAL PROVISIONER.

#### TRADE GLEANINGS.

Armour and Company will build a new branch in Monroe, La., to cost \$125,000. It will be located at the corner of North Fourth and Jefferson streets.

A slaughtering and meat packing plant has been placed in operation in Holland, Mich. The plant is located on 25 acres of land. Cattle, hogs and poultry will be handled.

An addition is being constructed to the plant of the Kohrs Packing Co., Davenport, Ia. The building will cost about \$58,000 and will add about 20,000 square feet to the area of the plant.

The Upchurch Packing Co. is planning to build a plant in Valdosta, Ga. It is expected that work will start in the near future and that the plant will be ready for operation in the fall.

A warehouse of the Laclede Packing Co., St. Louis, Mo., was damaged about \$10,000 recently by fire which was started from an acetylene torch being used by workmen to cut down a steel stack.

A contract has been let for an addition, to cost \$400,000, to the plant of the Albany Packing Co., Albany, N. Y. It will add in the neighborhood of 75,000 square feet to the area of the plant.

The Frankfort Rendering Co., Frankfort, Ind., has been organized with a capital stock of 5,000 shares of no par value. The incorporators are William J. Nees, Willard Milner and Claude E. Thompson.

In the case of the Farmers' Cooperative Packing Co., Huron, S. D., final distribution was made recently by the trustee in bankruptcy. The corporation was adjudicated a bankrupt upon an involuntary bankruptcy petition in March, 1925. In July, 1925, the plant was sold to Armour and Company for \$751,000.

#### CUSTOMIZED PORK PRODUCTION.

A somewhat unique method of encouraging hog production in France has been devised by what is known as "Clos du Houllay," an organization maintaining a pig-feeding station.

Realizing that money is difficult to get, and that the small farmer cannot afford to buy both pigs and feed, this station undertakes to feed and market the farmer's pig or pigs, the return to the feeding station coming from a division of the profit on the pig when fattened and sold at the market.

The only money the farmer puts up is the cost of the pig, or the pig itself, as the case may be. He is insured against loss by death during the time the animal is in the hands of the feeder, as in case of loss the animal is replaced by one of similar age at no cost to the owner.

This is regarded as a more or less temporary measure to encourage hog production in France, at least until the general financial situation is improved, and farmers are in position to finance their own feeding and breeding operations.

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timore, Md.; Thomas E. Wilson, Wilson & Co.,  
Chicago.

## Now's the Time to Advertise

The value of keeping meat before the  
public at all times should never be lost  
sight of.

The packing industry owes something  
to itself in the way of a publicity cam-  
paign. Just because we know that  
meat should form a part of every well-  
balanced meal does not mean that all  
consumers know it—or, if they do, that  
they keep it in mind.

Other industries much younger and  
much smaller than the meat industry  
recognize the value of a consistent well-  
carried-out advertising campaign, but  
the packing industry continues to  
ignore it.

Just now the industry is not over-  
burdened with raw product, so that its  
finished product is moving into con-  
sumptive channels more freely. It is  
well known, however, that this condi-  
tion will not continue indefinitely.

Present high livestock prices are  
bound to encourage increased breeding,  
and in due time the packer will have  
his same old problem of moving meat  
into consumptive channels at a price  
that will bring a reasonably fair return  
to his industry and to the livestock  
producer.

Only recently a national convention  
of macaroni manufacturers decided that  
steps should be taken at once to formu-  
late plans for a nation-wide advertising  
and publicity campaign "to educate the  
American public on the health value of  
macaroni products, with the aim of  
substantially increasing the present  
annual consumption of around 500,000-  
000 pounds."

Cheese consumption in the United  
States is on the increase. Many factors  
have contributed to this—an important  
one of which is packaging—not only in  
such parcels as are easy for the retailer  
to handle without loss to himself, but in  
parcels of such size that the demand  
from the smallest to the largest family  
can be supplied without waste.

At the same time cheese is given wide  
publicity and relatively far more adver-  
tising than is given to meat. Cheese  
is ever before the public, meat seldom.

Activity on the part of both of these  
industries to further the position of  
their product in the American dietary is  
highly commendable. It should be an  
incentive for the meat industry to do

likewise, on a more comprehensive scale  
than it has ever done before.

Not only that, but it may serve as  
the "handwriting on the wall," if the  
meat industry continues to ignore this  
important element in successful mer-  
chandising.

## Tracing the Healthy Hogs

So many hogs have been coming to  
the principal markets from what are  
known as "accredited areas" that pack-  
ers and officials in charge of tubercu-  
losis eradication work have required  
that these hogs be tattooed, so their  
origin can be traced in case they show  
traces of tuberculosis.

Even though the areas from which  
these hogs come are practically clean,  
so far as tuberculosis among cattle is  
concerned, there is still a menace from  
the so-called avian type of disease,  
which affects poultry and which can be  
transmitted to hogs.

Most packers have been paying a  
premium of 10 cents per hundred live  
weight for hogs from these areas. This  
does not seem to be a large amount,  
but it is expected that it will aggregate  
more than \$1,000,000 during the present  
calendar year.

The importance to the packer of be-  
ing sure that these hogs are worth that  
extra 10c a hundred is only too evident.

Recent announcement by the U. S.  
Bureau of Animal Industry indicates  
that 20 more counties with a total area  
of 15,000 square miles have been added  
to the list of "modified accredited  
areas," and 10 more counties have been  
re-accredited. The latter applies to  
counties that have been in the list for  
three years, and had maintained satis-  
factory health conditions as indicated  
by re-tests.

There are now 527 counties, parts of  
2 counties and 21 towns in the "modi-  
fied accredited area" list, and many  
counties where the testing work is go-  
ing on and which will be added to the  
list as soon as it is completed satis-  
factorily.

As this work progresses packers will  
be called on to pay large sums in pre-  
miums for hogs from accredited areas.  
But they will be worth it, as the losses  
from condemnations after the hogs are  
on the rail have been very heavy in the  
past.



# Practical Points for the Trade

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## Dead Animal Yields

A slaughtering company in the Central West is developing a rendering business, and for accounting purposes they wish to know the yield of horse and cattle carcasses.

An official of this company writes as follows:

Editor The National Provisioner:

We are developing a dead stock rendering business and are desirous of finding out as nearly as possible what percentage horse and beef carcasses will render.

With our present system these carcasses are rendered with our plant offal, etc., consequently we can not ascertain the information from experiment. We want this to determine our costs for the department. Any information you can give us will be appreciated.

The yield of grease, especially in the case of cattle carcasses, will depend in large measure on the degree of fatness of the animal. The grease yield will be much higher from a fat steer tanked than if a thin cow is rendered.

The average 1,000 lb. steer tanked would render approximately 20 per cent grease or tallow. However, the average yield of all cattle is nearer 12 per cent than 20 per cent.

Horses yield very little grease—ranging generally from 3 to 5 per cent.

The tankage yield depends entirely upon the material rendered, and whether or not the stick is saved and dried with the tankage. It also depends in large measure on the system of rendering used.

The following figures from actual tests may be of interest. They are the yields of animals rendered by the modern combination of the wet and dry system:

8 dead steers:  
Total weight ..... 4,528 lbs.  
Pressed cracklings ..... 1,150 lbs.  
Grease ..... 530 lbs.

Percentage yields:  
Pressed cracklings ..... 25.40  
Grease ..... 11.70

10 dead cows:  
Total weight ..... 4,239 lbs.  
Pressed cracklings ..... 1,000 lbs.  
Grease ..... 332 lbs.

Percentage yields:  
Pressed cracklings ..... 23.50  
Grease ..... 7.80

6½ dead horses:  
Total weight ..... 4,909 lbs.  
Pressed cracklings ..... 1,315 lbs.  
Grease ..... 604 lbs.

Percentage yields:  
Pressed cracklings ..... 26.50  
Grease ..... 8.90

It should be borne in mind that this system of rendering is said to give a considerably higher yield of both grease and cracklings than the old wet method does in tankage and grease.

It is always advisable to make a special effort to run a test on a number of dead cattle or horses, as the case may be, and get average yields under the operating conditions prevailing in the particular plant. This might be more satisfactory for accounting purposes.

## To Whiten Tallow

A Western meat dealer who renders some of his own fats complains that the tallow is quite yellow, and wants to know how to improve the color. He says:

Editor The National Provisioner:

We find that in operating our sausage department we have an excess of beef fat that we have been rendering for suet. We use an aluminum boiler and steam the fat, but when it gets hard it has a yellow cast.

We want to have this fat a clear white color. Can you tell us how to accomplish this?

There is a white carbonaceous material imported from Germany which may be mixed with the tallow when rendering. About one-half of 1 per cent is required, and the cost is 10c per pound.

When low temperatures are observed the fat renders out clear and white. The carbonaceous material is absorbed in the cracklings, and strained completely from the tallow with them. This is a simple practical method requiring no additional equipment.

## How's Your Tank House?

Don't let inedible offal lie around the plant for hours before it goes to the tank.

If you do the place will smell to "high heaven."

Cook everything promptly.

Where the plant is small and accumulation slow, arrange the kill so that offal can get to the tank in a reasonable length of time.

Don't think, just because you don't notice the smell around your plant, that no one else does.

The tank house can give the whole plant a bad name if improperly operated.

Keep the plant cleaned up all the time. Then adopt modern means to overcome unpleasant odors unavoidable in processing.

## Berliner Sausage Troubles

An Eastern meat dealer is having trouble with his Berliner sausage. He says it does not dry off quickly in the smokehouse, and it lacks proper color. He writes as follows in reply to request for information as to his method of handling the product:

Editor The National Provisioner:

In answer to your inquiry, we cure our Berliner pork about one week. We grind it through the large plate.

We chop the beef through the large plate after the meat is cured five or six days. We chop it the same day we make the Berliner, adding chopped ice and smoke it the same day we stuff and make it.

Sometimes we use sweet pickle pork shoulders if we have no dry cured pork trimmings.

Do you think we should chop all our beef before cure, or cure same dry and then chop it? It seems to me the ice takes a lot of color away from the beef.

It is suggested that this inquirer discontinue using pickled pork for dry cured pork trimmings. The use of the pickled meat does not give such satisfactory results.

Beef cured five or six days is too old for use in this product. The customary practice is to grind the beef through a fine plate the evening before it is to be used, adding the necessary amounts of salt, sugar and saltpeter when chopping. Then mix this beef with the dry cure trimmings the following day. Better results will be secured if this method is followed in the manufacture of Berliner.

The inquirer does not state the cure he is using. This is an important factor, and one that may have considerable influence on the lack of color. It is probable that not enough sugar is being used, or it may be there is not enough saltpeter in the dry cure formula. Complete information on this point would aid in finding out the trouble.

After the product is mixed and stuffed it is good practice to let it hang over night in the cooler at a temperature around 45 to 50 degs. Then before delivering to the smokehouse let the sausage hang in natural temperature for two or three hours to dry off. This will insure better results in the smoking process.

In addition to information on the cure it would be well if the inquirer would state at what temperature he smokes the product and just how near the fire pit it is hung. Also, is gas or wood used in the smokehouse?

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's dictionary and guide.



## Black Spots in Meats

What makes black spots or streaks in hams and bacon?

This trouble has been met with to a somewhat limited extent in this country, and now a New Zealand pork packer complains of it. He says:

Editor The National Provisioner:

We are experiencing a peculiar black streak in our hams which is very noticeable after boiling and seems to run in small streaks with the texture of the meat. The objection is the appearance, as there is not the slightest suggestion of a taint present, the smell and taste being faultless.

We would mention that our hams are cured with the bone in, as is customary here. The curing room is kept at a temperature of 35 to 38 degs. with an automatic machine. When frozen legs are used for curing into hams, very particular care is taken with regard to the thawing out preparatory to placing same in the curing room so that no ice is at the bone to withstand the action of the pickle.

We use the usual method of pumping the hams well and then soaking in tanks for 24 hours. The same pickle is used for soaking as for pumping, the density being 80 as usual. When the hams are taken from the brine tanks they are placed in stacks for 21 days under the temperature of 35 to 38 degs., as previously mentioned.

The unusual feature of the trouble is that only occasionally do we have a complaint of this streak, and on investigation it is only an occasional ham that is affected. The majority are quite free from the trouble.

For your guidance we would mention that when boning out the hams for rolling after coming out of cure, no discoloration of the meat is noticeable. The streak is not near the knuckle bone, but is in the bottom end of the ham mostly, but sometimes near the top. There does not appear to be any fixed place for the streak to be found. Can you give your opinion as to the cause of this trouble?

This matter has been under investigation in this country, but so far no satisfactory reason has been found. The trouble is not consistent—it does not occur regularly in the same location in the ham or belly, neither does it occur in all pieces in a lot, in all lots or from animals from the same section of the country. Some experienced packing-house men say they never heard of it until lately.

The theory has been advanced that the cause may be due to something in the physical condition of the animal, or to iron in the curing ingredients.

Have you had any experience with such streaks, Mr. Packer? If so, write THE NATIONAL PROVISIONER about it and what, in your opinion, is the cause. Also, have you found any method of overcoming the trouble?

## Beef Weasand Sizes

A Western casing supply house asks the standard size of beef weasands. They say:

Editor The National Provisioner:

Will you kindly give us the sizes for No. 1, No. 2 and No. 3 beef weasands?

A full weasand, No. 1, must measure 24 inches. For No. 2 and No. 3 the following specifications are satisfactory in the trade:

No. 2, 18 to 22 in. long, 3 in. wide.

No. 3, under 18 in. long, 3 in. wide.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### TRANSMISSION POINTERS.

By W. F. Schaphorst, M. E.

Not long ago this question was put to me: "Please tell how you put a quarter-turn belt on the pulleys so that there will be equal tension on both edges of the belt and the belt will not be stretched or strained entirely on one edge."

This can be done by going through the motion of joining a belt in the usual way, but before joining simply give one end of the belt a turn through 180 degrees, before splicing. Thus, after being joined together you will have both the flesh and hair sides on the outside at the joint, as well as on the inside.

The action of a belt spliced in this way is to turn itself over every revolution of the belt so that the maximum tension is first on one edge during one revolution and on the other edge during the other revolution. In other words, during one revolution the flesh side is next to the pulleys and during the next revolution the hair side is next to the pulleys. This method usually works out very well.

Of course if the belt is a double belt there is no flesh side but one should have no difficulty in giving one end of the belt one turn as instructed above.

### To Make Wire Guards.

An easy and excellent way in which to make wire guards for almost any kind of machine is to make the framework out of angle iron and the sides out of wire cloth of suitable mesh.

First make the frame. Angle iron is not easily bent without cutting out portions of the flange. That is, cut out some V's from the inner flange where the bend is to be made. If the bend is to be 90 degrees, cut out a square V. If the bend is to be 45 degrees, cut out a 45-degree V, and so on. In other words, cut out a V whose angle is equal to the bend wanted.

After the frame is formed, put in the wire cloth or screen. The quickest way to fasten the wire in place is via the welding torch. The same torch may be usefully employed for welding the framework together before proceeding with the wire. Simply "spot weld" the wire terminals in place on the inner flange of the frame. It doesn't take much time to do this after one knows how to operate a welding flame.

If no welding outfit is available the wire may be either riveted or bolted in place. Punch holes through the inner flange at the wire terminals and then

rivet or bolt. When carefully made, entirely of metal, a guard should last indefinitely.

### Applying Belt Dressings.

Although most belt drives are well enclosed by means of wire guards, and the danger of getting caught is much reduced, we still read occasionally of accidents such as the following. This one occurred in a small country town:

"While putting some dressing on a belt one day this week Jack Warren suffered a broken finger, the belt drawing the member into the wheel. Mr. Warren managed to jerk his hand out of the wheel, which was fortunate as he might easily have suffered more serious consequences."

This item should serve as a warning to those who think they can do what they themselves would warn others not to do. Jack Warren has worked with belts and pulleys for many years, yet he finally got caught.

A safe way to apply belt dressing is to put it on the end of a stick and stand away at a safe distance. If the dressing is liquid, fasten a cloth at the end of the stick, dip in the liquid, and then apply. If "stick" dressings, fasten the "stick" to the stick. Never imperil your hands or arms.

### LATEST IDEAS IN SMALL PLANT.

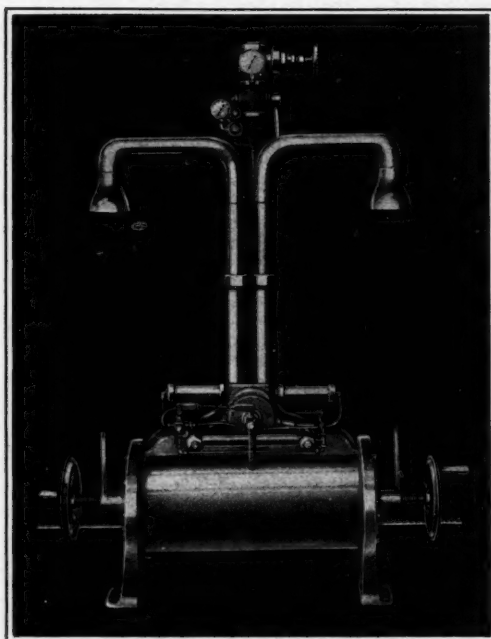
An example of a model small packing plant, built for efficiency and economy, is the proposed new plant of the Fred Dold & Sons Packing Co., to be erected at Wichita, Kans., by Fred Dold. It will be of reinforced concrete throughout, with glazed hollow tile partitions and brick floors. The hog and beef coolers will be equipped with overhead spray system and the freezers with direct expansion refrigeration.

The plant will be 100 by 180 ft., full basement and one story. The basement will care for the curing cellar, meat washing room, smokehouse pits, hide cellar, dry storage, crackling, blood and grease storage. The dry rendering system will be used, both for edible and inedible departments and for lard. The first floor will house the hog and cattle killing, coolers, smoke houses, sausage department, casing department, lard and grease refineries, bacon slicing room, fresh meat and offal coolers, freezers, shipping room, men's and women's dressing rooms, government inspector's quarters, etc.

Every machine will be electric-driven, direct-connected, and the only use for steam will be for cooking and hot water.

The company is incorporated for \$250,000 under the laws of Kansas. The officers are Fred Dold, president; Frederick L. Dold, vice president and treasurer; Richard C. Dold, secretary.

# THE FEE MACHINES



Fee Low Pressure Machine 65 to handle lard packing 15 to 65 lbs. Other units for lard from 0 oz. to 10 lbs. and compound from 1 lb. to bbls. and tierces.

## 4. *Easy Cleaning Means Increased Life*

PRECEDING advertisements in this series have stressed the facts that the Fee Weighing and Filling Machine (Low Pressure Type) saves material, saves labor and saves time as compared with present methods of weighing out and packaging such viscous products as lard, grease, peanut butter, medicinal salves and creams, jam, mayonnaise, etc.

There is another important point to be stressed, however, in the ease with which this machine may be cleaned. And two thoughts are worth consideration in this respect:

1. At the end of the day, it is a matter of but two or three minutes to blow compressed air or steam through the pipes and spouts of the Fee Machine, removing every particle of product and leaving it as clean as the day it

was made. Since cleanliness undoubtedly adds greatly to the life of any machine, this factor protects your investment.

2. But in many plants it is necessary to package different products. At the end of a run on any one product only a few minutes work is necessary to clean the Fee Machine thoroughly and make it ready for an entirely different product. This flexibility of use greatly increases the value of your investment.

The Fee Machine contains only five moving parts, and all these parts are of such simple design that material will not clog, or be held in pockets. Due to this simplified construction not only is cleaning easy, but wear is reduced to such a point that repairs due to breakdown are practically unknown.

AMERICAN MACHINE & FOUNDRY COMPANY

Sales Offices, 511 Fifth Avenue, New York City, N. Y.

Works, 5502-5520 Second Ave., Brooklyn, N. Y.

**AUTOMATIC MACHINERY**

# Provision and Lard Markets

## WEEKLY REVIEW

### Trade Quiet—Price Movement Narrow—Hogs Easier—Receipts Fairly Liberal—Exports Still Small.

The interest in the market for the past week has been very limited and without feature. There has been a slow easing off in the hog market, with the receipts keeping up fairly well, although not oppressively heavy. The total receipts at the leading points for the week were 473,000, or about 50,000 less than the preceding week and slightly more than the same week last year. The gross movement at the end of February at these points has been 11,655,000 compared with 10,987,000 last year.

Chicago packing has kept up very well this year. The total since March 1 has been 2,557,000 against 2,507,000 last year, and 2,043,000 two years ago. The present total is the largest since 1924. The packing at other points keeps up fairly well and the season's totals is less than 500,000 under last year.

The demand for products is fairly good as reflected in the current shipments. The shipments of meat from Chicago the past week were 6,000,000 lbs. in excess of last year. The shipments of fresh meat were maintained at last year's average. Shipments of lard showed an increase, and the distribution is quite good in the domestic trade. The exports have gained a little but are still disappointingly light.

### Lard Exports Gain.

The total export of lard for the past week showed an increase over the preceding week and also showed an increase in meats of about 3,000,000 lbs. over the previous week and 5,000,000 lbs. over last year. The export movement, however, has been very disappointing as a whole, but the reports rather generally tend to indicate that the movement may increase as a result of the hog situation in the leading importing countries of Europe. These reports have indicated very persistently that the supply of hogs has been decreased, and that there is likely to be a fairly good demand for imported meats and fats, possibly exceeding that of the last two years.

The report from Washington on the swine industry, as given out by the Bureau of Agricultural Economics, states that the supply of hogs available for the next year will be considerably less than for the past 12 months and that the indications favor a better demand for both domestic and foreign trade. The supply of hogs available

for the early fall is expected to be about as large as last year, with possibly a somewhat lighter average weight. A production of hogs maintained at the level of 1925-26, representing a slaughter about 6,000,000 less than for the crop year ending October 31, 1928, is the best that can be expected.

It says, that the rise in hog prices, which started in April this year, apparently is the beginning of a new hog price cycle. The previous cycle extended over a period of 4 years, when the market advanced from about \$7.00 to around \$14.00 at the peak. The present hog situation and the anticipated supplies of hogs indicates that the peak of prices in the seasonal rise which usually takes place in the summer and fall will probably will be reached by the middle of August and prices will continue at about that level until the usual winter decline begins.

### Crop Conditions Good.

The principal feature of the report is the advice that hog producers should plan to stabilize production at reasonably profitable levels and not continue production on the basis of the past year's prices of hogs and corn.

The weather conditions have been favorable for crop developments the past week and the feed grains are making excellent growth. It seems reasonably conclusive that the oat crop will be in excess of the July estimates; that barley will be up to, or better, than the July estimates, and that the corn crop will be considerably better than the July estimate. In fact, private advices quite generally point to such conclusion and that Government weekly weather reports are also very good.

This condition is reflected in the price of the December deliveries of corn. The sharp decline in the December delivery the past few days represents a more optimistic feeling regarding the outlook. If hog prices are to be maintained at approximately the present level, or above 10c a lb., and corn rules around the present December price, the hog corn ratio will be very greatly improved over the present situation.

Another factor which is attracting some little attention and may have considerable bearing later, is the development of more favorable weather conditions for cotton, and the creation of a belief in cotton circles, that barring any extraordinary development of the boll weevil, the crop will be considerably more than last year. The critical season for cotton and corn, however, is ahead and both may be materially injured by August and September weather.

**PORK**—The market in the east was steady, but demand fair to moderate with mess New York quoted at \$32.50, family at \$34.50 and fat backs at \$27@30. At Chicago, mess was quotable at \$33.00.

**LARD**—A fair domestic trade and a moderate export business made for a fairly steady market in lard the past

week. At New York, prime western was quoted at \$12.75@12.85; middle western at \$12.60@12.70; city, 12½c; refined continent, 13¼c; South American, 14¼c; Brazil kegs, 15¼c; compound car lots, 12c and less than cars, 12¼c. At Chicago, demand was reported fair, and regular lard in round lots quoted at July price, loose lard 60c under July and leaf lard 92½c under July.

**BEEF**—The market ruled rather quiet in the east but the tone was steady with mess New York quoted at \$24; packet, \$25; family, \$27@28; extra India mess, \$40@42; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs. South America, \$16.75; pickled tongues, \$75 @80 per barrel.

See page 40 for later markets.

### PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ended July 21:

#### HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended				Jan. 1, '28, to
	July 21, 1928.	July 23, 1927.	July 13, 1928.	July 21, 1928.	
	M lbs.	M lbs.	M lbs.	M lbs.	
Total	1,878	1,743	2,185	76,343	
To Belgium	.....	.....	.....	367	
United Kingdom	1,729	1,626	2,144	63,844	
Other Europe	.....	.....	.....	5,100	
Cuba	35	10	7	4,599	
Other countries	114	107	29	6,433	

#### BACON, INCLUDING CUMBERLAND.

	July 21, 1928.	July 23, 1927.	July 13, 1928.	July 21, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	2,796	2,003	2,217	77,019
To Germany	776	.....	163	6,979
United Kingdom	1,783	1,941	1,395	32,041
Other Europe	202	58	597	24,017
Cuba	30	.....	9	9,472
Other countries	5	4	53	4,510

#### LARD.

	July 21, 1928.	July 23, 1927.	July 13, 1928.	July 21, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	11,375	9,174	11,048	430,308
To Germany	3,407	3,400	3,122	100,023
Netherlands	885	861	204	23,429
United Kingdom	4,452	2,901	4,374	147,035
Other Europe	316	616	915	45,373
Cuba	1,422	1,098	1,468	44,597
Other countries	893	489	965	69,851

#### PICKLED PORK.

	July 21, 1928.	July 23, 1927.	July 13, 1928.	July 21, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	503	421	319	17,241
To United Kingdom	112	156	102	3,376
Other Europe	.....	25	59	1,017
Canada	260	107	101	3,707
Other countries	131	73	57	9,081

#### TOTAL EXPORTS BY PORTS.

Week ended July 21, 1928.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,878	2,796	11,375	503
Boston	79	87	28	63
Detroit	1,197	946	829	77
Port Huron	464	229	886	246
Key West	35	30	1,151	.....
New Orleans	41	4	1,104	117
New York	62	1,530	7,377	.....
Philadelphia	.....	.....	.....	.....
Portland, Me.	.....	.....	.....	.....

#### DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, M lbs.		Bacon, M lbs.		Lard, M lbs.	
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
United Kingdom	1,729	1,783	1,395	1,783	3,407	3,407
Liverpool	.....	713	.....	713	.....	.....
London	.....	389	.....	389	.....	.....
Manchester	.....	7	.....	7	.....	.....
Glasgow	.....	258	.....	258	.....	.....
Other United Kingdom	.....	392	.....	392	.....	.....
Germany (total)	.....	.....	.....	.....	.....	.....
Hamburg	.....	.....	.....	.....	.....	.....
Other Germany	.....	.....	.....	.....	.....	.....



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## OPEN NEW FOOD PLANTS.

On Saturday, August 4th, the B. S. Pearsall Butter Co., will formally open and dedicate its new \$40,000 creamery at Polo, Ill., which operates under the name Polo Creamery Co., and which is owned, and title held by B. S. Pearsall Butter Co., at Elgin, Ill.

The building is two stories in height, 70 by 50 feet, built of tan cameo brick, inside all lined with tan enamel tile. It is equipped with all the latest machinery for manufacturing the finest quality butter. The company has been operating in a leased building for four years and found it necessary to increase its facilities considerably.

They take in cream from a wide radius; many farmers bring in their cream by truck thirty miles. Capacity of the new plant will be three million pounds. The butter is sold locally in prints under the Hillside brand, besides a lot shipped East to large users of high grade butter.

It is expected that the new plant will furnish sufficient incentive for 1,000 additional head of high-grade cattle to be brought into the territory in order to furnish enough raw material. Pearsall interests always have been strict about quality and have built up their business on that basis.

Coincident with the opening of the new plant in Polo, they will have a series of visiting days in Elgin to inspect the new fifth story of their Elgin plant, consisting of 10,000 square feet, which will be devoted to the manufacture of mayonnaise, Thousand Island dressing, sandwich spread and relish.

## DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ended July 21, 1928, were 4,677 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

## LARD MARKET IN EUROPE.

The German market for American lard during May was below standard for this time of the year. The poor demand is believed to be caused by the heavy slaughtering due to the relative high cost of feed with consequent low prices for German hogs, and also to heavy offerings of Danish hogs.

The heavy slaughter of German hogs is believed to be at the expense of future supplies. The trade is of the opinion, according to cabled reports to the Department of Commerce, that the peak has been reached in the run of German hogs with the surplus disposed of, and that coming months will see a smaller supply of hogs with a rise in live prices.

These predictions have been more or less confirmed by a certain stiffening of the market lately.

Hand to mouth buying has been the practice of the German lard consumer in the past, but trade circles are now of the opinion that buyers will be taking for future supplies and with present stocks in the hands of consumers and small grocers there is good reason to believe that good business will develop for American lard in the future.

The weekly average receipts of lard for the first 19 weeks of the year amount to about 1,712 tons. The arrivals of lard at Hamburg for the week ended May 10 came to only 438 tons, being the smallest total for any week so far this year with the exception of the week ended January 19, when 334 tons arrived.

Sales of American lard in Austria continued satisfactory during May, with prices around \$33.75 for refined and \$29.80 for steam lard per 100 kilos c. i. f. Hamburg.

The chronic shortage of lard in Austria makes the situation fairly easy for

the American dealers, and American refined and steam lard are moving at prices slightly under those for the home product which are said to result in a loss to local hog raisers.

No lard is coming from Hungary or Yugoslavia into Austria at the present time since these countries have barely enough to supply domestic requirements. Sales of American lard in Yugoslavia, reported last month, have not been repeated since the high Yugoslav duty on lard is preventing the successful competition of the American product.

Sales of American lard in Czechoslovakia continued unsatisfactory during May, in spite of the relatively low price. On the other hand, sales of Hungarian, Dutch and German lard profited to a considerable extent by the lower turnover in the American product.

## REDUCED AIR MAIL RATES.

It will cost only one-quarter as much to send the average business or social letter by air mail on and after August first as it does now, for on that date the rate will be reduced from 10 cents a half ounce to 5 cents for the first ounce or fraction, and 10 cents for each succeeding ounce or fraction. This means that an ordinary letter may be sent anywhere in this country for five cents, and that an air mail package which now requires \$2 postage may then be sent to any part of the country for \$1.05.

The regulations on air mail are simple. Any mailable matter (except perishable matter liable to damage by freezing) may be sent by air mail. Registered, insured and C. O. D. matter is carried by air mail, as are packages not exceeding fifty pounds in weight, and not exceeding 84 inches in length and girth combined. Special delivery stamps still further expedite delivery of domestic air mail.

Air mail may be deposited in any mail box, but sufficient time should be allowed for collection and transport to the main post office in time for shipment to the air mail field. Distinctive air mail envelopes are desirable, but not compulsory, but the words "Air Mail" or "Via Air Mail" must be clearly endorsed on the envelope or wrapper.

This new low rate effective August 1 holds out tremendous possibilities for the American business man. This reduction comes when the air mail companies are giving the most dependable service in their history. The man or woman using air mail for business or social correspondence has the benefits and connections of twenty-eight air mail routes over 12,457 miles, serving 62,000,000 people directly and millions more indirectly. Each twenty-four hours the mail planes fly 24,914 miles and their daily average mail load now exceeds three tons. Air mail averages more than 100 miles per hour and planes are flown night and day in fair or foul weather.

Packers and others using THE NATIONAL PROVISIONER DAILY MARKET SERVICE—all the way from Boston and New York to San Francisco and Los Angeles—get this important detailed daily information by air mail much sooner than they would otherwise. In fact, it puts them in much closer touch with the daily trading than mere wired quotations.

## Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—There has been a moderate business in small lots of tallow in the east on a basis of 8½¢ f.o.b. the past week. Round lot offerings were lacking. The market was fairly steady. Consumers were not inclined to come up in their ideas for small lots, while producers appear to be fairly well sold up. Other soapers' materials ruled quiet and steady, but easiness in cotton oil attracted some attention. Sentiment as a rule was friendly at these levels, although a majority were not looking for any material fluctuation either way.

At New York, special was quoted at 8¢; extra, 8½¢; edible, 9½¢. At Chicago, tallow was inactive but steady with offerings light. Demand was very quiet. At Chicago, edible was quoted at 9¢; fancy, 8½¢@8¾¢; prime packer, 8½¢@8¾¢; No. 1, 8¢; No. 2, 7½¢.

At the London auction on Wednesday, July 25, some 686 casks were offered and 371 sold at prices unchanged to 6d higher than last week. Mutton was quoted at 42s 6d@43s 6d; beef, 42s@45s; good mixed, 39s@42s. At Liverpool, Australian tallow was unchanged to 11s 2d higher for the week. Fine was quoted at 43s 4½d and good mixed at 40s 3d.

**STEARINE**—Demand was a little better and the market steadier, with 10½¢ paid for oleo at New York. At Chicago, the market was quiet and steady with oleo quoted at 10½¢@10¾¢.

**OLEO OIL**—The market ruled fairly steady but a better demand was noted the past week, with the domestic trade and foreigners absorbing supplies. At New York, extra was quoted at 13@13½¢; medium, 11½¢@12¢; lower grades, 10¢@11¢. At Chicago, the market was steady, with extra quoted at 12½¢.

See page 40 for later markets.

**LARD OIL**—Demand was limited to immediate requirements, but the market was steady. Edible at New York was quoted at 16½¢; extra winter, 13¢; extra, 12½¢; extra No. 1, 12½¢; No. 1, 11½¢; No. 2, 11½¢.

**NEATSFOOT OIL**—Consuming demand was limited to small quantities, but the market ruled steady. Pure was quoted at 15½¢ at New York; extra, 12½¢; No. 1, 11½¢; cold test, 18½¢.

**GREASES**—A moderate demand but a steady market was noted in grease the past week. Offerings were not pressed. Producers were influenced by steadiness elsewhere in the grease list, but consuming demand was limited and of a filling-in character. Buyers were inclined to go slow pending developments. All told, the market ruled very inactive.

At New York, superior house was quoted at 7½¢@7¾¢; choice house and yellow, 7½¢@7¾¢; A. white, 7½¢; B. white, 7½¢; choice white, 9½¢@9¾¢. At Chicago, the grease market was also

very inactive and more or less featureless, with offerings small and the supply anything but burdensome. Consumer demand remained quiet. At Chicago, brown was quoted at 7½¢@7¾¢; yellow, 7½¢@7¾¢; B. white, 7½¢; A. white, 8¢; choice white, 8½¢.

## By-Products Markets

Chicago, July 26, 1928.

### Blood.

Offerings of blood are plentiful ranging from \$4.75@5.00. South American blood reported at \$5.00 c. i. f. South Atlantic ports.

Unit Ammonia.

Ground and unground.....\$4.50@4.90

### Digester Hog Tankage Materials.

A slow market has prevailed during the week on feeding tankage. There has been a slight price range, depending on quality.

Unit Ammonia.

Ground, 11½@12% ammonia.....\$4.65@5.00 & 10  
Unground, 11½ to 12% ammonia.....4.40@4.75 & 10  
Ground, 6 to 8% ammonia.....4.75@5.00 & 10  
Unground, 6 to 8% ammonia.....4.25@4.50  
Liquid stick, 7 to 11% ammonia.....4.25

### Fertilizer Materials.

This market quiet and practically unchanged from the previous week.

Unit Ammonia.

High grd., ground, 10% am.....\$4.25@4.50 & 10  
Lower grd., gr. and ungr., 6-9% am.....@4.25  
Hoof meal.....4.00@4.25  
Bone tankage, low grd., per ton.....24.00@25.00

### Bone Meals.

Offerings of both feeding and fertilizer meals for delivery balance of year.

Per Ton

Raw bone meal.....\$40.00@50.00  
Steam, ground.....@28.50  
Steam, unground.....@27.00

### Cracklings.

Offerings of cracklings fairly plentiful. Sales delivered to outside points have been made at somewhat higher prices than Chicago deliveries.

Per Ton

Hard pressed and exp. unground, per unit protein.....\$1.05@1.10  
Soft prsd. pork, ac. grease & quality.....80.00@85.00  
Soft prsd. beef, ac. grease & quality.....50.00@55.00

### Gelatine and Glue Stocks.

Trading in all glue stocks quiet.

Per Ton

Klip and calf stock.....\$40.00  
Rejected manufacturing bones.....52.50@55.00  
Horn piths.....45.00@46.00  
Cattle jaws, skulls and knuckles.....@43.00  
Sinews, pizzles and hide trimmings.....@31.00  
Pig skin scraps and trim., per lb.....@4.00

### Horns, Bones and Hoofs.

Hoofs in good demand at \$45.00 for prompt and future. Some demand for junk bones.

	Per Ton
Horns, according to grade.....	\$50.00@100.00
Round shin bones.....	50.00@60.00
Flat shin bones.....	52.50@55.00
Cattle hoofs.....	@46.00
Junk bones.....	28.00@30.00

(Note—Foregoing prices are for mixed carloads of unsorted materials, indicated above.)

### Animal Hair.

Very little winter hair on the market. Sales of summer coil dried have been made at \$40 delivered Chicago. Some demand at this figure.

Coll and field dried.....	2 @ 3c
Processed grey, per lb.....	3 @ 5c
Cattle switches, each*.....	4 @ 5½c

\*According to count.

## EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, July 25, 1928.

During the week the markets remained unchanged with sellers holding 50-55 per cent cracklings firm at \$1.15. There was no particular interest shown by buyers.

There was a shortage of nitrate of soda at New York and no arrivals are scheduled for about a week.

The tankage market was quiet except for some demand from feeding buyers. Very little business was reported.

## BRAZIL MEAT EXPORTS.

Exports of meat products from Brazil for the first quarter of 1928 were more than three times as large as those of the same period of 1927. The total being 26,106,000 lbs. The increase was greatest in frozen and preserved meat and lard. Exports of frozen meat totalled 23,862,000 lbs. in 1928, compared with 6,226,000 lbs. in the same period of 1927. Preserved meat exports in 1928 were 1,210,000 lbs. compared with 904,000 in 1927, and lard exports amounted to 18,000 lbs. compared with 12,000 lbs. in the first quarter of last year.

## SOAP COMPANIES MERGE.

Stockholders of the Palmolive-Peet Co., have approved a merger with Colgate & Co., it has been announced. A new corporation will be created with combined annual sales of \$10,000,000. The Colgate-Palmolive-Peet company will have its offices in Chicago.

## LARD AND GREASE EXPORTS.

Exports of lard from New York, July 1, 1928, to July 25, 1928, 22,525,092 lbs.; tallow, 160,800 lbs.; grease, 1,374,400 lbs.; stearine, 188,000 lbs.

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**

COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**

**Both Soft and Hard Pressed**



## COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November and December, 1927, January, February, March, April, May and June, 1928, with comparisons for last season, based on federal census reports, has been prepared by Aspegren & Co. It is as follows:

## MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received.	
	1927-28.	1926-27.
On hd. start of season.	89,784	23,249
August	290,422	138,164
September	1,007,261	976,295
October	1,252,625	1,502,131
November	848,706	1,224,487
December	483,281	854,735
January	339,212	581,856
February	177,229	473,340
March	95,296	338,989
April	15,947	105,239
May	5,400	56,511
June	16,798	55,562
Total	4,652,021	6,348,658

	Tons crushed.	
	1927-28.	1926-27.
August	161,423	74,731
September	581,090	476,142
October	876,630	934,643
November	782,681	984,562
December	605,206	942,976
January	570,408	849,721
February	450,627	686,788
March	323,307	615,072
April	104,872	352,994
May	66,042	196,510
June	39,041	123,977
Total	4,621,327	6,238,114

	On hand end of month.	
	1927-28.	1926-27.
August	218,783	86,682
September	644,954	586,835
October	1,050,949	1,153,247
November	1,113,974	1,391,922
December	992,049	1,303,681
January	763,353	1,035,766
February	459,955	818,715
March	261,944	501,686
April	113,019	311,831
May	52,437	171,852
June	30,194	103,407

	Tons.	
	1927-28.	1926-27.
Estimated seed receipts at crude mills.	4,506,150	6,379,447
On hand beginning of season	89,784	23,249
Total	4,595,934	6,402,696
Of which is so far crushed	4,621,327	6,238,114
Destroyed at mills.	590	7,137
Seed on hand.	30,194	103,407
Seed still to be received	3,913	54,038
30,194 tons seed on hand at 315 lbs. crude oil per ton is equivalent to 9,511,110 lbs. crude oil, which at 7% per cent refining loss, equals 8,773,999 lbs. refined oil, or 21,935 barrels.		
3,913 tons seed to be received at 315 lbs. crude oil per ton is equivalent to 1,232,595 lbs. crude oil, which at 7% per cent refining loss, equals 1,137,069 lbs. refined oil, or 2,843 barrels.		

## MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced.	
	1927-28.	1926-27.
On hd. start of season.	5,422,887	1,776,175
August	46,211,512	20,688,595
September	178,017,837	139,627,774
October	272,547,231	282,405,595
November	247,523,025	297,691,258

**The Blanton Company**  
ST. LOUIS  
Refiners of  
**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING**  
**MARGARINE**

December	192,056,529	277,402,946
January	181,022,220	250,386,020
February	144,638,365	203,051,420
March	108,386,940	186,913,944
April	56,944,828	106,887,454
May	24,437,443	62,182,287
June	13,444,981	36,105,601
Total	1,470,673,798	1,867,119,069

	Shipments	
	1927-28.	1926-27.
August	36,975,077	15,865,700
September	133,839,490	114,585,938
October	230,116,250	252,654,720
November	231,061,791	272,322,494
December	181,470,061	255,066,079
January	170,807,536	244,017,236
February	137,931,006	223,371,228
March	136,777,892	183,828,697
April	92,179,305	128,501,802
May	48,937,724	96,900,115
June	24,520,177	65,685,795
Total	1,441,859,694	1,854,859,559

	On hand end of month.	
	1927-28.	1926-27.
August	14,650,322	6,509,070
September	58,837,669	31,640,906
October	101,268,050	61,391,781
November	117,129,884	86,760,590
December	127,716,322	109,067,457
January	137,931,006	115,460,241
February	128,015,070	95,146,833
March	90,624,118	98,231,890
April	64,380,581	76,617,532
May	39,889,300	41,839,704
June	28,814,104	12,559,510

## DISTRIBUTION CRUDE OIL HOLDINGS.

	June 30, 1928.	
	Lbs.	
At mills.	28,814,104	
At refineries	1,853,397	
In transit to refineries and consumers	2,841,270	
Total	33,508,771	

33,508,771 lbs. crude oil at 7% per cent refining loss equals 30,911,841 lbs. refined oil, or 77,279 barrels.

## CRUSH PER TON.

During June, 39,041 tons seed produced 13,444,981 lbs. crude oil, equivalent to 344.3 lbs., per ton, or 17.2 per cent compared to 14.6 per cent last year.

Total, 4,621,327 tons seed produced 1,465,250,911 lbs. crude oil, equivalent to 317.1 lbs., per ton, or 15.9 per cent compared to 15.0 per cent last year.

## REFINED OIL.

	Pounds produced.	
	1927-28.	1926-27.
On hd. start of season.	378,612,700	145,670,884
August	32,210,319	18,258,565
September	100,848,811	75,052,970
October	194,076,115	213,132,058
November	205,887,929	237,890,218
December	176,051,010	229,019,939
January	143,378,304	205,929,373
February	123,230,671	201,217,292
March	124,848,051	170,867,879
April	84,259,174	111,407,895
May	61,935,142	91,455,380
June	22,779,317	70,257,081
Total	1,063,717,552	1,770,300,140

	Delivered Consumers.	
	1927-28.	1926-27.
August	136,111,656	74,144,106
September	149,778,123	101,115,302
October	110,127,694	143,512,316
November	100,385,150	138,262,881
December	88,983,594	129,775,259
January	108,022,279	143,322,738
February	109,654,943	135,748,449
March	150,040,753	126,156,798
April	100,667,204	85,230,393
May	77,736,171	115,069,941
June	87,781,701	117,855,681
Total	1,248,280,268	1,310,196,824

	On hand end of month.	
	1927-28.	1926-27.
August	274,711,363	89,785,343
September	225,782,051	63,723,011
October	310,330,472	133,243,353
November	415,853,251	222,977,710
December	602,900,676	332,415,390
January	538,256,701	395,022,025
February	568,832,429	460,490,868
March	541,639,727	505,198,949
April	516,231,697	531,376,451
May	440,430,698	507,761,896
June	415,428,284	460,163,316

## DISTRIBUTION REFINED OIL HOLDINGS.

	June 30, 1928.	
	Lbs.	
At refineries	393,611,077	
At other places	15,030,761	
In transit from refineries	6,186,446	
Total	415,428,284	

## AVERAGE REFINING LOSS.

During June, 25,322,474 lbs. crude oil yielded 22,779,317 lbs. refined oil, 10.04 per cent loss compared to 7.37 per cent last year.

Total, 1,391,528,822 lbs. crude oil yielded 1,285,104,852 lbs. refined oil, 7.65 per cent loss compared to 8.12 per cent loss last year.

## SHIPMENTS OF REFINED OIL.

	Export pounds.	
	1927-28.	1926-27.
August	864,825	109,062
September	708,900	397,215
October	528,163	1,735,008
November	979,252	1,059,872
December	655,158	3,621,813
January	865,806	2,580,000
February	1,126,982	1,338,998
March	1,307,676	1,338,998
April	959,233	1,554,094
May	941,378	1,411,230
June	Not available	1,292,045
Total	Not available	18,923,060

	Domestic pounds.	
	1927-28.	1926-27.
August	135,240,831	73,975,044
September	149,069,214	100,718,994
October	109,569,531	142,177,313
November	99,405,898	136,002,908
December	88,328,436	126,153,440
January	107,215,413	140,298,940
February	108,527,861	133,167,461
March	148,733,977	124,820,590
April	108,707,971	83,973,394
May	96,794,793	113,628,672
June	Not available	116,563,016
Total	Not available	1,291,272,682

	Total pounds.	
	1927-28.	1926-27.
August	136,111,656	74,144,106
September	149,778,123	101,115,302
October	110,127,694	143,512,316
November	100,385,150	138,262,881
December	88,983,594	129,775,259
January	108,022,279	143,322,738
February	109,654,943	135,748,449
March	150,040,753	126,156,798
April	109,667,204	85,230,393
May	97,736,171	115,069,941
June	87,781,701	117,855,681
Total	1,248,280,268	1,310,196,824

## REFINED OIL—SUMMARY IN BARRELS OF 400 POUNDS.

	Produced.	
	1927-28.	1926-27.
Old crop stock	948,532	364,177
August	80,525	45,928
September	252,122	187,658
October	486,690	533,336
November	514,720	604,738
December	440,128	574,090
January	358,446	614,823
February	345,576	565,945
March	319,120	437,339
April	210,648	278,539
May	154,838	228,691
June	56,948	175,061
Total	4,159,293	4,425,990

	On Hand.	
	1927-28.	1926-27.
August	688,778	224,403
September	564,455	159,306
October	775,826	333,336
November	1,039,583	362,421
December	1,257,252	831,000
January	1,345,642	967,536
February	1,416,081	1,131,257
March	1,354,099	1,262,997
April	1,290,579	1,328,441
May	1,201,077	1,209,494
June	1,038,570	1,150,460

	On Hand.	
	1927-28.	1926-27.
Refined oil on hand.	1,038,570	1,150,460
Seed on hand will produce	21,935	70,531
Crude oil on hand will produce	77,279	77,317
Seed still to be received will produce	2,843	29,013
Total	1,140,627	1,328,321

	Less approximate carry-over for end of season Aug. 1, 1928.	
	1927-28.	1926-27.
Available for coming month.	340,627	283,305
Monthly average consumption for first 11 months.	*283,702	*297,772
Monthly average consumption for last 1 month.	†340,627	*283,305
Monthly average consumption for all 12 months.	288,446	*296,579

\* Actual. † Available.

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# Vegetable Oil Markets

## WEEKLY REVIEW

**Market Active—Trend Lower—Liquidation Feature—Crude Nominal—Cash Trade Slow—Weather South Favorable—Lard About Steady.**

A more active trade was on in cotton oil on the New York Produce Exchange the past week. The market gradually drifted lower, the distant months making new season's lows under pressure of a rather general character but largely liquidation. Commission and wire houses sold the old crop deliveries rather liberally, and although refiners' brokers were persistent buyers of those months, the absorption was on a scale-down and at times was withdrawn.

The local element pressed the market on the absence of important speculative buying power and succeeded, at times, in bringing about the catching of stop loss orders. The trade in the new crop was of limited proportions, and was mixed, but at no time was there any particular hedge pressure in evidence.

Some of the selling of oil was felt to have been against purchases of lard in the west. There was talk, at times, of selling for foreign account. The bulk of the pressure, however, appeared to have come from southern sources and was looked upon as liquidation by tired holders. Throughout the week there was little encouragement in the news for those working on the constructive side.

The weather in the south was quite satisfactory as a whole, with the result that crop reports were more favorable. The cotton market backed and filled but averaged easier, while lard and grains were barely steady although the spot corn delivery held stubbornly. Cash oil trade was reported quiet, which was more or less confirmed by the lowering of compound prices  $\frac{1}{4}$ c lower to 12c in car lots. Further deliveries of some 1,800 bbls. were made on July contracts,

bringing the total for the month to date to 26,600 bbls.

### Open Interest Large.

The ring element at times took profits and tried to bring about a natural rally, but were confronted with increased offerings on the small swells. This served to increase bearish professional sentiment. In refining quarters, it was said, there was little or nothing in sight at the moment to maintain

values. The impression prevailed that the open interest in July and August had been pretty well evened up, although the trade was talking possibilities of some deliveries on August contracts and were already predicting liberal deliveries on September contracts, possibly to the extent of 15,000 to 20,000 bbls.

In all quarters the open interest in September is said to be large. The fact that the shorts are largely refiners was taken as indicating an unfavorable technical market position. Unless unfavorable cotton crop conditions develop, it was feared that the longs will have to liquidate. There was some pressure against September, based on the large long interest, the prospective liberal carryover, and the favorable new cotton crop outlook which, it was argued, should tend to make for carrying charges throughout the list. However, any new hedging pressure that materializes, some contended, will go into the distant months and might possibly meet very poor buying power for a time.

### Buying Is Hand to Mouth.

Consumers continued to hold off and buy in a hand to mouth way owing to the trend of values, and the news. The crude markets ruled very quiet although reports had it that Texas was offering crude oil at around the 8c level.

The lard market covered narrow limits, although hogs held rather steadily. The hog run at the leading western points, compared with a year ago, was moderate. Several contended, however, that lard was still comparatively cheap compared with oil, while it was not difficult to find those who were looking for 9c new crop oil futures in the not distant future.

As a whole the market has suffered a rather sharp break and the varied conditions that exist have been partially discounted at least. The extent of the inbetween season's demand will be of considerable importance, but the best minds of the trade are inclined to follow the new cotton crop progress rather than give much consideration to any other feature for the immediate future.

**COTTONSEED OIL**—Market transactions:

### Cotton Oil Industry Adopts Trade Code

A code of trade practice was adopted by the cottonseed products industry at a meeting at Memphis, Tenn., this week, *presided over and approved by a representative of the Federal Trade Commission.*

Resolutions adopted set forth the duty of the industry to curb bad trade practices, and to encourage open and constructive competition instead of that which is secret and destructive.

The code condemns price discrimination, and provides that market values of raw material and products must be made known at all times.

Pre-dated and post-dated contracts and commissions, bonuses, rebates and subsidies of any kind are condemned.

Names of price-cutters are to be made public.

A uniform purchase contract and account sales form shall be used in all transactions.

Violation of any of the terms of the code shall be deemed unfair competition, and subject to government action as such.

Full details of this momentous step forward in the industry, and news of the means now being taken to unite the industry in its enforcement, will be given in the next issue of THE NATIONAL PROVISIONER.

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ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

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offers every modern facility to the trade, carrying a large volume of business, with prompt and satisfactory executions.

Effective August 1, 1928, the charge for receiving, storing, sampling, weighing, fire insurance and certificating refined cotton seed oil for each contract of 30,000 pounds up to and including TEN contracts, will be \$18.00. For each additional contract, \$18.00.

Storage on each contract of 30,000 pounds shall be \$18.00 for the first month or fraction, commencing the day after date of warehouse receipt; thereafter, 50 cents per day.

There are five bonded and licensed storage yards.

The New Orleans contract is the only future contract in the world protected by an indemnity bond guaranteeing weight, grade and quality at time of delivery.

**New Orleans Cotton Exchange**  
Trade Extension Committee

**The Procter & Gamble Co.**

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BOREAS, Prime Winter Yellow  
VENUS, Prime Summer White  
STERLING, Prime Summer Yellow  
WHITE CLOVER Cooking Oil  
MARIGOLD Cooking Oil  
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**ALL VEGETABLE OILS**  
In Barrels or Tanks  
**COTTON OIL FUTURES**  
On the New York Produce Exchange

Friday, July 20, 1928.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	1010	a
July	1700	1025	1010	1010	a 1015
Aug.	5300	1016	1012	1013	a 1015
Sept.	8300	1027	1022	1023	a 1022
Oct.	3000	1045	1030	1031	a 1033
Nov.	400	1035	1030	1027	a 1030
Dec.	1900	1040	1026	1029	a 1030
Jan.	1100	1045	1029	1030	a 1032
Feb.	.....	.....	.....	1035	a 1040
Total Sales, including switches, 21,700 bbls. P. Crude, S. E. Nominal.					

Saturday, July 21, 1928.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	1010	a 1020
July	.....	.....	.....	1010	a 1015
Aug.	500	1011	1010	1010	a 1011
Sept.	3900	1020	1014	1014	a
Oct.	400	1025	1023	1022	a 1024
Nov.	.....	.....	.....	1021	a 1025
Dec.	200	1025	1024	1022	a 1025
Jan.	500	1027	1023	1024	a 1025
Feb.	.....	.....	.....	1025	a 1033
Total Sales, including switches, 5,500 bbls. P. Crude, S. E. Nominal.					

Monday, July 23, 1928.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	990	a
July	1300	1010	1000	988	a 1000
Aug.	1900	995	986	990	a
Sept.	9500	1005	979	985	a 986
Oct.	6800	1005	987	990	a 993
Nov.	.....	.....	.....	991	a 995
Dec.	2700	1002	988	993	a 994
Jan.	400	999	995	995	a 998
Feb.	.....	.....	.....	1000	a 1010
Total Sales, including switches, 22,700 bbls. P. Crude, S. E. Nominal.					

Tuesday, July 24, 1928.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	990	a 1025
July	1000	1005	995	995	a
Aug.	1300	995	985	983	a 984
Sept.	14500	986	972	972	a
Oct.	3500	998	980	980	a
Nov.	.....	.....	.....	978	a 985
Dec.	4800	1004	982	982	a
Jan.	300	1004	991	982	a 985
Feb.	.....	.....	.....	982	a 990
Total Sales, including switches, 25,400 bbls. P. Crude, S. E. Nominal.					

Wednesday, July 25, 1928.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	950	a 1000
July	400	980	960	950	a 980
Aug.	2400	980	960	950	a
Sept.	13400	970	960	961	a
Oct.	6500	977	963	963	a 964
Nov.	1100	967	959	961	a 967
Dec.	2200	978	969	970	a
Jan.	500	979	972	992	a 975
Feb.	.....	.....	.....	980	a 990
Total Sales, including switches, 26,500 bbls. P. Crude, S. E. Nominal.					

Thursday, July 26, 1928.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	950	a
July	.....	.....	.....	960	a 1000
Aug.	962	955	960	a	970
Sept.	980	965	980	a	970
Oct.	987	970	986	a	986
Nov.	985	970	985	a	988
Dec.	991	976	991	a	991
Jan.	990	980	993	a	995
Feb.	.....	.....	.....	995	a 1015
Sales 11,200 barrels.					

See page 40 for later markets.

**COCOANUT OIL**—A moderate demand was the feature of the week, but the market was steady. Sellers held firmly, although it was felt that prices could be shaded at the coast on firm bids. In a general way, the tendency was to await developments. There was a good business put through at New York at 8½c and tanks there were still quoted at 8½c. At the Pacific Coast, sellers were asking 8½c, with possibilities of doing business at 8c.

**CORN OIL**—The last business reported was at 9c f.o.b. mills. The market was quiet and steady generally, and quoted at from 9@9½c with the easier trend in cotton oil evidently offsetting light mill offerings.

**PALM OIL**—A fairly good business was reported to have passed. The market continued to display strength, owing to absence of pressure of nearby supplies and a firm situation abroad. The larger importers were said to have withdrawn as sellers. At New York, nearby Nigre was quoted 7½@7¾c; shipment Nigre, 7½c; shipment Lagos, 8c.

**PALM KERNEL OIL**—Some interests experienced a slow trade, while others reported a fair business. Inquiry, however, was quite good. New York tanks were quoted at 8½c; drums, 9c.

**SOYA BEAN OIL**—The market was firm owing to lack of selling pressure and firmness in the Orient, but the downward trend in cotton oil checked demand somewhat. New York soya tanks were quoted at 10½c; barrels, 12¼@12½c; Pacific Coast tanks, nominally 9½c.

**OLIVE OIL FOOTS**—Available supplies are light and in strong hands. Demand was fair, and the market very firm, with New York spot barrels selling at 10½c. August-September tanks were quoted at 10½@10¾c.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Spot demand slow. Store oil nominally quoted ¼@¾c over July. Crude markets were purely nominal.

## SOUTHERN MARKETS

New Orleans.

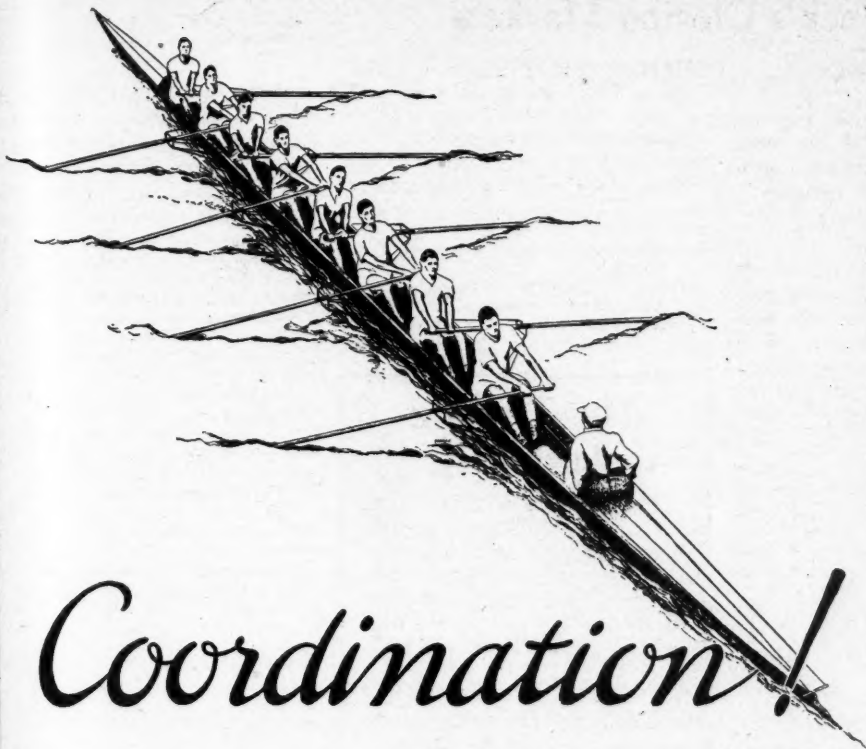
(Special Wire to The National Provisioner.)

New Orleans, La., July 26, 1928.—Cotton oil futures have declined about 70 points and spots 50 points the past week due to much better crop prospects and a temporary withdrawal of oil buyers from the market. With firmness in hogs and lard, very little actual refined oil is being pressed for sale, holders feeling that on account of lateness the crop may encounter serious trouble from boll weevils and other causes leading to healthy advances the next few weeks when consumption is heavy. Old crop crude, 8c; Valley and Texas new crop, 7½c bid, 7¾c asked. Texas offerings light.

Dallas.

(Special Wire to The National Provisioner.)

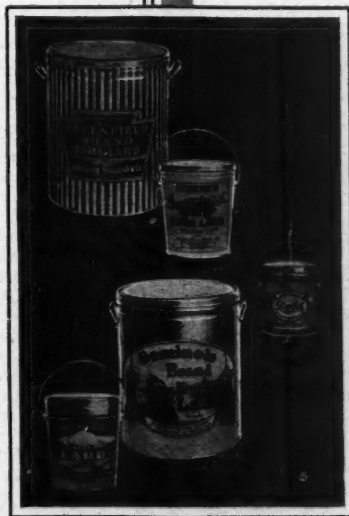
Dallas, Tex., July 26, 1928.—Prime cotton seed, delivered Dallas, nominal; prime crude oil, 8½@8¾c; forty-three per cent cake and meal, f.o.b. Dallas, \$51.00; hulls, \$12.00; mill run linters, 4½@6c. Weather cool; some rain.



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Let us send you a few of these bright, well-coated Wheeling Cans and Pails for close-up inspection; also an illustrated catalog. If you want prices, we'll be glad to quote on your requirements.



# Wheeling Can Company

WHEELING, W. VA.



## The Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products were quiet and very steady the latter part of the week, with limited hedge pressure, mixed commission house trade, firmness in hogs and a moderate hog run.

#### Cottonseed Oil.

Cotton oil rallied on rains over the belt. This uncovered an over-sold position, but covering weakened the technical position and with support poor a set back followed, the market displaying a weak undertone. There was fair trading in Texas crude at 8c. Cash trade is slow. July deliveries to date, 26,800 bbls.

Quotations on cottonseed oil at New York, Friday noon were: July, \$9.40@9.60; Aug., \$9.55@9.63; Sept., \$9.60@9.65; Oct., \$9.70@9.75; Nov., \$9.71@9.77; Dec., \$9.75@9.76; Jan., \$9.78@9.80; Feb., \$9.83@9.90.

#### Tallow.

Tallow, extra, 8½c bid.

#### Stearine.

Oleo stearine, 10¼c.

### FRIDAY'S GENERAL MARKETS.

New York, July 27, 1928.—Spot lard at New York: prime western, \$12.85@12.95; middle western, \$12.70@12.80; city, 12¼@12½c; refined Continent, 13¼c; South American, \$14.25; Brazil kegs, \$15.25; compound, \$12.00.

#### HULL OIL MARKET.

Hull, England, July 27, 1928.—(By Cable.)—Refined cottonseed oil, 36s 6d; crude cottonseed oil 32s.

### COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, July 1, 1928, to July 25, 1928, none.

### CRUSHERS' JOINT MEETING.

The joint meeting of the Alabama and Mississippi Cotton Seed Crushers Associations, was held in the Buena Vista Hotel, Biloxi, Miss., July 5 and 6. The meeting was notable from several standpoints, principal of which was the very excellent papers read and addresses made. All of these were pertinent to problems of the industry in these two states.

Among the subjects discussed were the following: The Interstate Cotton Seed Crushers Association and its future activities; oil mill hazards and their relation to insurance rates; educational and extension work relating to cottonseed products; blending livestock and cotton farming; ethics in business; uniform cost accounts and their relation to business ethics; transit of cottonseed and insurance.

For the coming year, R. G. Fuller of the Laurel Oil & Fertilizer Co., Laurel, Miss., was elected president of the Mississippi Association and J. A. Edkins of the Refuge Cotton Oil Co., Rosedale, Miss., vice president.

### BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, July 27, 1928.

General provision market firm. Hams and picnics in good demand. Square shoulders and lard fair. Advance of 20s on A. C. hams within a fortnight has failed to increase the supply here; demand exceeds supply and spot prices are strong.

Today's prices are as follows: Liverpool shoulders, square, 82s; hams, American cut, 116s; hams, long cut, 112s; Cumberland cut, 92s; short backs,

## The Trading Authority

Market prices based on actual transactions, and unbiased results on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

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90s; picnics, none; bellies, clear, 89s; Canadian, 98s; spot lard, 63s 9d; Wilshire, none.

### EUROPEAN PROVISION CABLES.

The market at Hamburg for the week ended July 21 is rather quiet, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 1,554 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 87,000, at a top Berlin price of 15.14c a pound, compared with 81,000 at 15.14c a pound, for the same week last year.

The Rotterdam market shows little alteration.

The market at Liverpool was firm; stocks are light with the exception of refined lard in boxes; demand is poor for Cumberlands, prices nominal.

The total of pigs bought in Ireland for bacon curing was 21,000 for the week.

The estimated slaughter of Danish hogs for the week ending July 20, 1928, was 85,000.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 27, 1928, show exports from the country were as follows: To England, 101,692 quarters; to the Continent, 45,895; others, none.

Exports of the previous week were as follows: To England, 86,150 quarters; to the Continent, 13,976; others, none.

### MADE MANAGING DIRECTOR.

Harry L. Hussman, Jr., recently became managing director of the Harry L. Hussmann Refrigerator Co., St. Louis, Mo., being elected by the board of directors to succeed the late Theodore A. Jostedt, who had the title of general manager.

Mr. Hussmann, a director of the company for five years and in close touch with its policies, was selected to take charge of the Philadelphia office when that was opened and made a splendid record as manager of the eastern division.

On his return to St. Louis he was appointed secretary and treasurer which position he now holds in addition to being managing director.

### PRINTING FOR PACKERS.

Russell Faulkner, the field ambassador of the Milprint Products Corporation and the Milwaukee Printing Company, is off on an extensive road trip throughout the East, accompanied by his wife. Mr. Faulkner reports the opening of another branch office in Denver. This office is under the direction of Cosner Sales Co. Since the first of the year Mr. Faulkner has established seven offices, as follows: St. Louis, Mo., Frank Henderson; Detroit, Mich., J. E. Montgomery; Buffalo, N. Y., E. A. Rodda; Boston, Mass., Frank Crotty; Louisville, Ky., Walter Bonnell; Greensboro, N. C., T. P. Norwood; Denver, Colo., Cosner Sales Co.

# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—There has been no trading in packer hides this week as far as could be learned. Packers are quoting on the basis of last prices, although offerings are not being forced. Buyers are apparently but little interested, although it is said that light native cows could be moved at 23½c. Producers do not feel, however, that conditions warrant this decline.

More business is reported from South America. The market has been quite active there the past week, most of the trading being on a basis of 24 3/16c.

**SMALL PACKER HIDES**—In the absence of sales, last prices are being quoted on small packer hides. Early in the month two packers sold their July production of allweight native steers and cows at 25c; branded, 24c. These figures probably could not be obtained today.

**COUNTRY HIDES**—Country hides are easy and offerings quite liberal. Various lots of allweights have sold at 19½c selected, delivered and more could be had at the same figure. The market for 60 lb. and over cows and steers is dull and generally considered around 18c. Some local dealers are asking 20½c for buffs, but outside offerings are at 20c. This is considered closer to the market. Country branded hides, 17½c asked; bulls, 15c.

**CALFSKINS**—Actual trading is needed to establish a market. One packer sold his June production, amounting to about 5,000 skins, at confidential prices, generally thought to be 30c. The asking price at the present time is 31c.

First salted Chicago city calf are quoted nominally at 28½c. Buyers are bidding 28c; mixed city and country, 27½@28c.

**KIPSKINS**—The market on kipskins is inactive. Last sales of packer June kips was at 29c for natives, 28c for overweights, 27c for southerners. Stocks in Chicago are light and the market is quoted nominally at 26½@27c. First salted outside cities, 25½@26c; mixed cities and countries, 24c.

Sales have been made of Chicago city light calf and deacons at \$1.95.

Packer regular slunks are selling at \$1.65, about 10,000 moving at this price. Reports are that a small lot moved at \$1.60.

**HORSEHIDES**—Most buyers are out of the market and few hides are moving. Up to \$7.50@8.00 is quoted for straight renderers; mixed cities and countries, \$7.00@7.25.

**SHEEPSKINS**—Sales of big packer shearlings are reported at \$1.45. This is 10c up from previous trading. Small packer lambs are closely sold up, no sales having been reported the past week. In the absence of trading last prices are quoted. Big packer pickled skins are quoted nominally at \$10.50@10.75.

**PIGSKINS**—The pigskin market is quiet and unchanged from last week. In the absence of reported sales, previous prices are quoted.

## New York.

**PACKER HIDES**—The market is well sold up on July native steers and is quiet. No trading was reported the

past week. Some branded hides are still on the market.

**COUNTRY HIDES**—No trading in country hides is reported for the past week. Offerings are increasing. The market is quoted nominally at 23@23½c for good all weights; 25-50 lbs., 22½@23c asked. Trading is awaited to establish values.

**CALFSKINS**—The green calfskin market is nominal and strong with no trading reported. Last sales of 5-7's was at \$2.40; 7-9's at \$3.10; 9-12 at \$4.10 and 12-17 veal kips at \$4.45.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended July 21, 1928, 3,001,000 lbs.; previous week, 3,328,000 lbs.; same week, 1927, 3,575,000 lbs.; from January 1, to July 21, 23,837,000 lbs.; same period, 1927, 160,722,000 lbs.

Shipments of hides from Chicago for the week ended July 21, 1928, 4,314,000 lbs.; previous week, 22,399,000 lbs.; same week, 1927, 4,746,000 lbs.; from January 1 to July 21, 129,269,000 lbs.; same period 1927, 149,193,000 lbs.

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection for the week ended July 21, 1928, with comparisons, are officially reported as follows:

	Week ended July 21.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses	2,428	2,200	3,409
Cows, carcasses	1,244	1,242	2,680
Bulls, carcasses	55	42	44
Veals, carcasses	1,408	1,182	906
Lambs, carcasses	11,797	11,014	12,986
Mutton, carcasses	665	891	188
Pork, lbs.	294,312	182,152	398,711
Local slaughters:			
Cattle	1,059	1,224	1,074
Calves	1,468	1,545	1,715
Hogs	10,772	14,751	15,228
Sheep	5,300	2,944	3,884

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended July 19, 1928, with comparisons:

	Week ended July 19.	Prev. week.	Same week, 1927.
<b>BUTCHER STEERS.</b> 1,000-1,200 lbs.			
Toronto	\$12.00	\$12.00	\$ 9.00
Montreal	10.75	11.00	8.50
Winnipeg	10.00	11.00	8.50
Calgary	9.75	9.25	6.75
Edmonton	9.50	9.50	7.50
Pr. Albert	8.25	...	6.50
Moose Jaw	9.00	9.75	6.85
Saskatoon	...	9.00	...
<b>VEAL CALVES.</b>			
Toronto	\$15.00	\$15.00	\$13.50
Montreal	12.00	12.25	12.00
Winnipeg	14.00	14.00	10.00
Calgary	11.50	11.50	10.00
Edmonton	11.00	11.00	9.00
Pr. Albert	9.50	9.00	7.00
Moose Jaw	11.75	10.00	7.75
Saskatoon	...	9.00	...
<b>SELECT BACON HOGS.</b>			
Toronto	\$13.25	\$13.00	\$10.65
Montreal	12.00	12.50	10.50
Winnipeg	12.00	11.75	7.75
Calgary	11.85	11.55	10.50
Edmonton	11.60	11.50	10.25
Pr. Albert	12.10	11.75	9.25
Moose Jaw	11.90	11.40	9.40
Saskatoon	...	11.60	...
<b>GOOD LAMBS.</b>			
Toronto	\$16.25	\$15.75	\$16.00
Montreal	14.00	16.00	13.00
Winnipeg	15.00	14.75	14.50
Calgary	14.00	16.00	13.00
Edmonton	13.00	14.50	13.50
Pr. Albert	...	12.00	11.00
Moose Jaw	...	...	13.25
Saskatoon	...	14.00	...

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended July 27, 1928, with comparisons, are reported as follows:

### PACKER HIDES.

	Week ended July 27, '28.	Prev. week.	Cor. week, 1927.
Spr. nat. str.	@26½	@26½	24 @24½n
Hvy. nat. str.	@24½	@24½	@24½
Hvy. Tex. str.	@24	@24	@20½n
Heavy butt	@24	@24	@20½n
brnd'd str.	@24	@24	@20n
Hvy. Col. str.	@23½	@23½	@20n
Ex-light Tex.	...	...	...
strs. ....	@24	@24	@21n
Brnd'd cows.	@24	@24	@21
Hvy. nat. cows	@24½	@24½	@22
Lt. nat. cows	@24½	@24½	23 @23½
Nat. bulls	@18½	@18½	17 @17½n
Brnd'd bulls	@17	@17	10½ @17n
Calfskins	...30	@31	@26½
Kips, nat.	@29	29 @29½	@26ax
Kips, ov-wt.	@28	@28	@26ax
Kips, brnd'd.	@27	@27	@23ax
Slunks, reg.	@1.65	@1.80	@1.30
Slunks, hris.	@70	@75	@60n
Light native, butt branded and Colorado steers	1c per lb. less than heavies.		

### CITY AND SMALL PACKERS.

	Week ended July 27, '28.	Prev. week.	Cor. week, 1927.
Nat. all-wts.	@25	@25	23 @23½n
Branded	@24	@24	20 @20½n
Nat. bulls	@18	@18	@17
Brnd'd bulls	@17	@17	@16
Calfskins	...28	28½ @29	23½ @24ax
Kips	...26½ @27	27 @27½n	23½ @24ax
Slunks, reg.	@1.50	@1.55	@1.20
Slunks, hris.	@50	@55	@55

### COUNTRY HIDES.

	Week ended July 27, '28.	Prev. week.	Cor. week, 1927.
Hvy. steers	@19½	@21	16½ @17ax
Hvy. cows	@17½	18 @18½	16½ @17ax
Buff	...20	@20½	19 @19½
Extremes	@22½	@23	21½ @23
Bulls	@15	@15½	13½ @14ax
Calfskins	...24	@24½	@20n
Kips	...23	@24	@20n
Lt. calf	...1.50@1.65	1.60@1.75	@1.15
Deacons	...1.50@1.65	1.60@1.75	@1.15
Slunks, reg.	...65	70 @95	60 @75
Slunks, hris.	...25	@30	15 @25
Horsehides	...7.50@8.00	7.25@8.00	6.00@7.25
Hogskins	...90	90 @95	65 @70

### SHEEPSKINS.

	Week ended July 27, '28.	Prev. week.	Cor. week, 1927.
Pkr. lambs	...	@1.50	...
Sm. pkr. lambs	...	1.35@1.40	@1.15
Pkr. shearings	...	@32	23 @25
Dry pelts	...30	30 @32	23 @25

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ended July 21, 1928, with comparisons, as follows:

	Week ended July 21.	Prev. week.	Cor. week, 1927.
Western drsd. meats:			
Steers, carcasses	9,978	5,818½	8,407
Cows, carcasses	520½	451½	310½
Bulls, carcasses	103	81	80½
Veals, carcasses	9,813	7,305	8,459
Lambs, carcasses	23,824	20,954	26,162
Mutton, carcasses	1,961	2,103	1,860
Beef cuts, lbs.	178,222	167,887	212,582
Pork cuts, lbs.	901,259	699,759	1,057,905
Local slaughters:			
Cattle	8,312	9,100	8,970
Calves	13,305	14,272	14,627
Hogs	39,853	38,553	38,089
Sheep	50,191	60,194	40,552

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended July 21, 1928, with comparisons, were as follows:

	Week ended July 21.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses	2,056	1,901	2,472
Cows, carcasses	1,055	925	665
Bulls, carcasses	216	264	347
Veals, carcasses	2,407	1,848	1,785
Lambs, carcasses	9,718	10,624	9,091
Mutton, carcasses	1,083	876	775
Pork, lbs.	387,102	236,277	279,739
Local slaughters:			
Cattle	1,078	1,422	1,782
Calves	2,373	2,487	2,045
Hogs	14,797	13,630	13,742
Sheep	5,281	13,338	4,619



# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., July 26, 1928.

**CATTLE**—Compared with week ago, strictly choice fed steers and yearlings steady; others, unevenly weak to 50c lower, short fed and grassy yearlings showing most decline; spots 75c off on lower grade grassy heifers; inbetween grass cows, 25@50c lower; dry lot weighty kinds and cutter cows, steady; bulls, 25@40c lower; vealers, steady. Light yearling steers reached \$16.85, a new high for the season; best weighty bullocks, \$16.35; medium weights, \$16.40; liberal sprinkling yearlings, \$16.00 upward, not many heavies above \$16.00. The general trade was very uneven as buyers worked to readjust values on grain fed and grass basis; most grass steers and yearlings, \$14.00 down to \$12.00. "Green" little cattle are still selling up to \$14.50 and better, however; most grass heifers, \$9.75 @11.75; grass cows, \$7.75@10.00; dry lot kinds, \$11.50@12.50; low cutters, \$6.00@6.50; light and medium weight grass bulls, \$7.50@8.75. Heavy sausage bulls were very scarce at \$9.00 and \$9.25.

**HOGS**—Influenced by unusually light receipts, the lightest four-day run locally since October, 1926, hog prices advanced consistently, regaining practically all of last week's late decline. In comparison with a week ago, the market is mostly 10@15c higher; to-

day's top, \$11.65, comparing with \$11.60 week ago. Big packers were light buyers and consistently bearish. Today's bulk good and choice 170 to 250 lb. averages, \$11.30@11.55; 260 to 350 lbs., \$10.90@11.35; 140 to 160 lbs. averages, \$10.50@11.25; medium grade kinds, at 50@75c price discount; bulk packing sows, \$10.00@10.25; smooth sows on the butcher order, up to \$10.50; medium grade kinds, down to \$9.50; pigs, mostly \$9.50@10.25.

**SHEEP**—Fat lambs strengthened after another sharp decline which carried prices to new low levels for year; closing values 50 to 75c lower; less downturn on throwouts; tendency to widen narrow spreads of last week; yearlings, scarce; few aged sheep, unchanged; top range lambs, \$15.60; comparable kinds at mid-week, \$15.25; most natives, \$14.75@15.00; throwouts, \$11.00@11.50; top fat ewes, \$7.00.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., July 26, 1928.

**CATTLE**—The week's trade in beef steers was rather uneven. Light weight fed steers and yearlings met a good demand and closed at strong to 25c higher levels, while mature classes of fed offerings were dull at weak to 25c lower rates, with some heavies off more. Fed westerns and the better grades of straight grassers are steady to strong

and the plainer kinds ruled weak to 25c lower. Fat she stock finished the week at steady to 25c higher prices, and bulls held steady. Vealers are strong to 50c higher, with the late top at \$13.50. Choice 847 lb. yearlings scored \$16.25 for the week's top. Light and medium weights made \$16.00, and best heavies stopped at \$15.75. Bulk of the fed arrivals cashed from \$14.50@15.75; fed western grassers, \$12.75@14.25; straight grass fat kinds, \$9.75@12.15.

**HOGS**—A noticeable reaction in hog prices was in evidence during the week and sharp declines scored late last week were more than regained. Final prices are strong to 10c higher than a week ago on offerings scaling 180 lbs. and up, while underweights closed barely steady. The late top of \$11.15 was made by shippers on choice 200-240 lb. weights. Packing grades are around 10c higher.

**SHEEP**—Fat lamb prices show losses of around 25c for the week, with best Colorado alfalfa fed lambs selling at \$15.10. Most of the range offerings cleared from \$14.50@15.00. Best natives reached \$14.50 and the bulk went from \$14.00@14.25. Mature classes held steady, with best fat ewes going at \$6.75.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., July 26, 1928.

**CATTLE**—Fed steers and yearlings found a very uneven market during the week. Choice yearlings were in broad demand and prices advanced 25

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@40c, while lower grades and weighty steers declined around 25c, extremes 35@50c lower on short fed weighty steers and medium weights. Choice fed heifers showed strength and other she stock also. Bulls and veals held about steady. Tops for week: yearling steers 954 lb., \$16.85; mixed yearlings, \$16.60; medium weights, \$16.50; weighty steers, 1,428 lb., \$16.00.

HOGS—Hog prices worked unevenly lower early in the week but later, with broad outlet on outside orders, the early decline was more than regained, Thursday's prices reflecting a 15@25c advance for the week. The top price on Thursday was \$11.10.

SHEEP—Increased receipts proved a bearish factor in the fat lamb trade and prices worked lower, current prices being quoted 50@60c lower for the week. Bulk of fat range lambs cashed at \$14.00@14.40, the latter price top.

### ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., July 26, 1928.

CATTLE—Compared with one week ago, strictly fat light weight native steers sold 25c higher; all others steady to 50c lower, weighty kinds off the most; western steers and mixed yearlings and heifers, steady to 25c higher; cows, strong to 25c higher; all cutters, 10@15c higher; bulls, steady; good and choice vealers, 25@50c higher. Tops, 888 and 978 lb. yearlings and 1,217 lbs. matured steers, \$16.50; heavy steers, \$16.35; 664 lb. mixed yearlings, \$15.85.

HOGS—Under the influence of light receipts and liberal outside orders, porcine values advanced to show a gain of 35@50c on light lights, lightweight butchers and pigs; 180 lb. and up, 25@35c higher; packing sows, 10@15c higher. Top today, \$11.70.

SHEEP—Compared with one week ago, sheep and lambs ruled steady; top, \$14.50; bulk better grades, \$14.00@14.25; southwestern culls, \$8.50@9.00; natives, mostly \$9.00; meager offering of fat ewes, \$4.00@6.50.

### SIoux CITY

(Special Letter to The National Provisioner.)

Sioux City, Ia., July 25, 1928.

CATTLE—Receipts for the week showed a marked falling off compared to the preceding week, the percentage of grass cattle arriving showing an increase. Choice yearlings and heifers ruled active and steady, other divisions registering a decline which was most on heavy beefs. Yearlings sold up to \$16.40, with the bulk of good to choice yearlings at \$15.25@16.40. The best heavy beefs sold at \$15.35. Finished heifers in load lots, \$15.90; cows, up to \$13.00, with the bulk of corn fed cows at \$10.50@12.00. Veals range from \$8.00@13.50; bulls, \$8.00@10.00.

HOGS—The market has been active this week with shippers holding extensive orders. Best butchers sold today at \$11.00, with the bulk of finished, medium and heavy butchers at \$10.75@10.90; light butchers carrying finish, \$10.50@10.90; lights, \$10.00@10.65; sows, \$9.00@10.00, with the bulk at \$9.75@9.85.

SHEEP—Receipts light; sheep, steady; lambs, 25c lower; top lambs, \$14.50; bulk, \$14.00@14.50.

### ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

South St. Paul, Minn., July 25, 1928.

CATTLE—Downturns marked all lines of killing stock this week, fed bullocks ruling weak on yearlings to as much as 25@40c lower on inbetween grade mediumweights, while she stock and bulls finished weak to 25c off. Plain quality predominated, the bulk of the steers turning at \$13.50@14.75; some yearlings, \$15.25@15.50. Fat cows bulked at \$7.00@8.50; heifers, \$8.50@11.00; cutters, \$5.75@6.50; bulls, \$8.00@8.50; vealers, \$14.00@14.50, or steady on the latter class.

HOGS—Last week's advances were wiped out in the hog house. Trade today found best lights to shippers at \$10.90; medium and heavy butchers to packers, \$10.25@10.75; packing sows, \$9.15@9.35; pigs, \$9.25.

SHEEP—Unevenness marked the lamb trade, but closing levels today are the same as those of a week earlier, or mostly \$14.00 on desirable native lambs; culls, \$9.50; fat ewes, \$4.00@6.00 according to condition.

### ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., July 26, 1928.

CATTLE—A strong to slightly high-

er market prevails for better fed steers and yearlings for the week, but short feds and grassers show weakness with spots 15@25c lower on grassers. Butcher she stock is little changed, although better grades of cows and heifers show mild strength. Bulls are unchanged with vealers 50c lower. Choice 1,172 lb. steers made the week's top of \$15.85. Mixed yearlings sold at \$15.75 and heifers up to \$15.50. Late veal top was \$12.50.

HOGS—Shippers imparted sufficient strength to more than erase last week's losses in hogs. The majority of butchers cleared above the \$11.00 figure, and choice medium weights topping at \$11.15 today. Packing sows show little change, ranging from \$9.25@9.75.

SHEEP—A more or less seasonal decline of 25@50c featured lamb trading. Best westerns sold up to \$14.40 late, with choice kinds eligible to \$14.75. Natives bulked at \$13.50@14.00, with a few tops \$14.25. Inquiry for fat ewes continued strong, choice light weights topping at \$6.75.

### RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended July 21, and comparative periods:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended July 21.	206,000	514,000	265,000
Week ago	227,000	564,000	242,000
1927	227,000	498,000	251,000
1926	264,000	529,000	241,000
1925	277,000	471,000	222,000
1924	252,000	582,000	258,000

At 11 markets:

	Hogs.
Week ended July 21.	450,000
Previous week	499,000
1927	441,000
1926	474,000
1925	420,000
1924	620,000

At 7 markets:

	*Cattle.	Hogs.	Sheep.
Week ended July 21.	146,000	390,000	198,000
Previous week	168,000	430,000	190,000
1927	176,000	368,000	196,000
1926	219,000	401,000	188,000
1925	208,000	356,000	148,000
1924	190,000	428,000	199,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

### Why Pay This Tax?

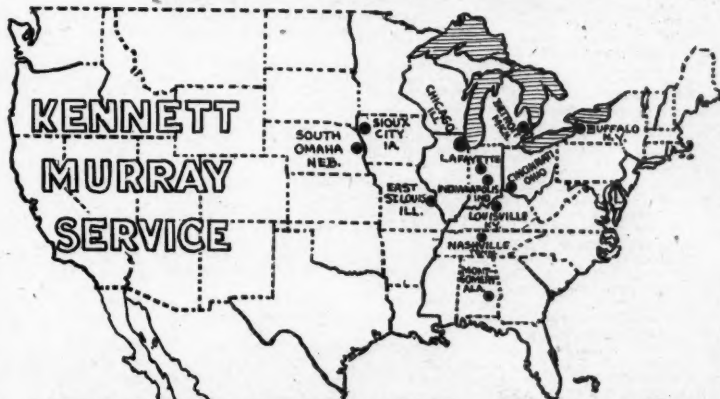
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## RECEIPTS AT CENTERS

SATURDAY, JULY 21, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	4,500	2,000
Kansas City	200	700	350
Omaha	200	3,200	800
St. Louis	500	2,800	100
St. Joseph	200	1,500	2,500
Sioux City	200	3,000	100
St. Paul	200	500	100
Oklahoma City	200	200	100
Fort Worth	100	200	100
Milwaukee	100	200	100
Denver	150	25	6,115
Louisville	100	500	500
Wichita	200	1,000	200
Indianapolis	100	3,500	400
Pittsburgh	100	300	300
Cincinnati	100	700	200
Buffalo	100	700	400
Cleveland	100	400	100
Nashville	100	400	600
Toronto	100	100	100

MONDAY, JULY 23, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	32,000	13,000
Kansas City	14,000	10,000	6,000
Omaha	7,500	7,000	18,000
St. Louis	6,200	9,500	4,000
St. Joseph	1,800	1,500	5,600
Sioux City	5,500	6,500	700
St. Paul	7,000	7,500	700
Oklahoma City	300	600	1,000
Fort Worth	3,000	600	200
Milwaukee	300	400	200
Denver	2,500	1,500	6,100
Louisville	1,700	900	2,500
Wichita	3,800	2,000	400
Indianapolis	300	4,000	400
Pittsburgh	1,000	2,200	2,400
Cincinnati	1,000	2,500	1,200
Buffalo	2,400	5,400	2,400
Cleveland	200	3,400	1,200
Nashville	900	600	1,700
Toronto	3,900	800	900

TUESDAY, JULY 24, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	17,000	12,000
Kansas City	6,500	5,000	7,000
Omaha	5,500	8,000	15,000
St. Louis	4,000	12,500	4,000
St. Joseph	1,800	3,000	4,300
Sioux City	2,000	7,500	800
St. Paul	1,200	3,000	900
Oklahoma City	1,000	800	100
Fort Worth	3,900	800	100
Milwaukee	700	1,200	300
Denver	400	600	100
Louisville	100	800	2,400
Wichita	700	1,800	300
Indianapolis	1,300	7,000	1,000
Pittsburgh	100	700	200
Cincinnati	300	2,700	1,500
Buffalo	100	500	300
Cleveland	200	1,800	500
Nashville	100	600	1,400
Toronto	100	700	100

WEDNESDAY, JULY 25, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	13,000	16,000
Kansas City	5,500	5,000	5,000
Omaha	5,500	9,500	9,000
St. Louis	2,500	10,500	2,000
St. Joseph	1,500	4,500	3,000
Sioux City	2,500	9,000	1,000
St. Paul	2,500	6,500	1,000
Oklahoma City	1,200	1,000	100
Fort Worth	5,000	700	1,000
Milwaukee	400	800	200
Denver	400	700	400
Louisville	100	900	1,100
Wichita	300	1,400	100
Indianapolis	1,000	6,000	1,000
Pittsburgh	100	1,500	300
Cincinnati	300	3,000	1,100
Buffalo	100	1,000	300
Cleveland	300	2,500	700
Nashville	100	500	1,800
Toronto	700	1,000	2,000

THURSDAY, JULY 26, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	20,000	12,000
Kansas City	3,000	5,000	2,500
Omaha	2,800	10,000	7,500
St. Louis	2,000	10,500	2,000
St. Joseph	2,000	5,500	2,000
Sioux City	1,300	10,500	2,000
St. Paul	2,400	4,000	700
Oklahoma City	1,000	700	100
Fort Worth	3,600	700	900
Milwaukee	600	1,200	200
Denver	300	1,200	100
Louisville	100	700	1,000
Wichita	300	1,400	100
Indianapolis	400	6,500	1,000
Pittsburgh	300	800	300
Cincinnati	630	3,100	2,400
Buffalo	100	1,200	500
Cleveland	100	500	1,000
Nashville	100	500	1,000
Toronto	400	500	100

FRIDAY, JULY 27, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	17,000	10,000
Kansas City	500	3,000	1,000
Omaha	500	10,000	8,000
St. Louis	800	10,000	1,000
St. Joseph	300	3,500	1,000
Sioux City	600	11,500	800
St. Paul	400	1,500	300
Oklahoma City	400	600	100
Fort Worth	1,500	600	100
Milwaukee	200	400	100
Denver	200	300	900
Wichita	300	1,600	100
Indianapolis	500	600	800
Pittsburgh	400	800	300
Cincinnati	200	2,700	1,500
Buffalo	100	1,900	1,000
Cleveland	100	600	400

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended July 21, 1928, with comparisons.

## CATTLE.

	Week ended July 21, 1928.	Prev. week.	Cor. week, 1927.
Chicago	21,848	23,130	28,013
Kansas City	18,156	22,858	25,047
Omaha	19,700	20,299	15,525
St. Louis	11,160	12,262	15,586
St. Joseph	5,958	7,809	9,376
Sioux City	7,104	9,221	7,738
Wichita	2,098	1,907	1,907
Fort Worth	9,571	12,335	7,781
Philadelphia	1,078	1,422	1,422
Indianapolis	1,419	1,800	3,730
Boston	1,059	1,224	1,074
New York & Jersey City	8,312	9,160	8,970
Oklahoma City	5,576	5,550	5,637
Cincinnati	2,778	3,857	3,857
Total	115,820	133,746	130,200

## HOGS.

	Week ended July 21, 1928.	Prev. week.	Cor. week, 1927.
Chicago	98,900	111,200	116,300
Kansas City	37,333	36,231	34,546
Omaha	35,608	38,018	36,234
St. Louis	20,954	21,444	28,835
St. Joseph	14,790	19,158	13,367
Sioux City	24,974	28,272	24,710
Wichita	4,019	3,390	3,390
Fort Worth	4,974	6,504	4,000
Philadelphia	14,767	15,630	17,742
Indianapolis	14,750	14,793	22,583
Boston	10,772	14,751	15,228
New York & Jersey City	39,853	38,553	38,080
Oklahoma City	4,133	5,418	4,213
Cincinnati	15,008	18,510	18,510
Total	320,835	350,939	341,921

## SHEEP.

	Week ended July 21, 1928.	Prev. week.	Cor. week, 1927.
Chicago	53,301	54,922	47,381
Kansas City	20,784	21,706	17,225
Omaha	39,204	34,722	35,772
St. Louis	15,245	21,208	12,508
St. Joseph	22,711	18,146	16,722
Sioux City	2,750	1,744	1,870
Wichita	790	658	658
Fort Worth	6,636	7,083	5,387
Indianapolis	5,281	3,338	4,619
Boston	1,249	1,501	5,800
New York & Jersey City	50,191	60,194	40,532
Oklahoma City	203	140	382
Cincinnati	1,883	2,639	2,639
Total	222,537	230,945	189,941

## NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended July 21, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,878	6,536	2,075	33,000
New York	954	5,339	18,996	4,911
Central Union	2,187	1,502	222	11,232
Total	7,019	13,377	21,293	49,243
Previous week	8,808	9,270	18,576	63,846
Two weeks ago	7,938	13,419	18,150	46,782

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, July 26, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or cilly hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	\$10.50@11.40	\$10.05@11.40	\$10.40@11.10	\$10.35@11.10	\$10.25@10.85
Med. wt. (200-250 lbs.) med.-ch.	10.55@11.55	11.10@11.90	10.50@11.10	10.50@11.15	10.40@11.00
Lt. wt. (150-200 lbs.) com.-ch.	10.25@11.55	11.00@11.60	9.75@11.00	10.00@11.15	10.00@11.00
Lt. lt. (120-150 lbs.) com.-ch.	9.75@11.40	9.75@11.40	8.75@10.50	9.00@10.85	9.25@11.00
Packing sows, smooth and rough.	9.40@10.40	9.25@10.00	9.00@10.10	8.85@10.00	9.10@9.90
Str. pigs (180 lbs. down), med.-ch.	9.00@10.00	8.00@10.25	.....	9.25@10.50	9.00@9.75
Av. cost and wt., Tue. (pigs excl.)	10.62-268 lb.	11.24-184 lb.	10.14-279 lb.	10.6-240 lb.	9.75-.68 lb.
SLAUGHTER CATTLE AND CALVES.					
STEERS (1,500 LBS. UP):					
Good-ch.	14.00@16.00	.....	13.75@15.60	13.50@15.50	.....
STEERS (1,300-1,500 LBS.):					
Choice	15.75@16.35	15.75@16.25	15.00@15.75	15.10@15.75	14.90@15.85
Good	14.00@15.75	14.25@15.75	13.75@15.00	13.50@15.10	13.75@14.90
STEERS (1,100-1,300 LBS.):					
Choice	15.75@16.00	15.75@16.25	15.25@16.50	15.10@16.00	15.00@16.00
Good	14.00@16.00	14.50@15.75	14.00@15.25	13.50@15.40	13.75@15.00
STEERS (950-1,100 LBS.):					
Choice	16.00@16.75	16.00@16.50	15.50@16.75	15.40@16.25	15.00@16.15
Good	14.25@16.00	14.50@16.00	14.00@15.50	13.75@15.50	14.00@15.00
STEERS (800 LBS. UP):					
Medium	11.75@14.25	11.50@14.50	11.75@14.00	11.10@13.75	11.75@14.00
Common	8.50@11.75	8.50@11.50	9.00@11.75	8.25@11.10	9.00@11.75
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	16.00@16.75	16.00@16.50	15.50@16.85	15.50@16.25	15.25@16.25
Good	14.25@16.00	14.75@16.00	14.25@15.50	13.75@15.50	14.00@15.25
HEIFERS (850 LBS. DOWN):					
Choice	16.00@16.75	15.25@16.00	14.50@15.75	15.00@16.00	14.50@15.50
Good	14.25@16.00	14.25@15.25	13.50@14.50	13.00@15.00	13.50@14.50
Common-med.	9.00@14.25	8.50@14.25	9.25@13.50	8.25@13.00	8.50@13.50
HEIFERS (850 LBS. UP):					
Choice	12.75@16.50	12.50@14.25	12.75@15.25	12.25@15.25	12.25@14.25
Good	11.25@15.50	11.25@13.25	11.25@14.00	11.00@14.50	11.00@13.00
Medium	9.00@14.25	9.00@11.25	9.50@12.75	9.00@12.75	9.00@12.00
COWS:					
Choice	11.75@12.50	11.00@11.75	11.25@12.25	10.50@11.75	10.75@11.75
Good	9.25@11.75	9.50@11.00	9.50@11.25	9.00@10.50	8.75@10.75
Common-med.	7.25@9.25	8.00@9.50	7.50@9.50	7.00@9.00	6.90@8.75
Low cutter and cutter.	6.00@7.25	5.50@8.00	5.75@9.50	5.50@9.00	5.50@6.90
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	9.40@10.75	8.75@10.50	9.00@10.00	8.75@9.75	8.35@9.75
Cutter-med.	7.00@9.25	6.50@8.75	7.25@9.00	6.50@8.75	6.50@8.50
CALVES (500 LBS. DOWN):					
Medium-ch.	9.00@12.50	9.00@12.50	9.50@12.50	8.00@12.00	8.50@11.00
Cull-common	7.00@9.00	6.00@9.00	7.00@9.50	6.00@8.00	6.50@8.50
VEALERS (MILK-FED):					
Good-ch.	13.50@15.50	14.25@14.50	11.00@13.50	10.00@13.50	11.00@14.50
Medium	12.00@13.50	10.75@14.25	10.00@11.00	8.00@10.00	9.00@11.00
Cull-common	8.00@12.00	6.00@10.75	7.00@10.00	6.00@8.00	6.50@9.00
SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down) good-ch.	14.50@15.85	13.50@14.50	14.00@15.00	14.00@15.25	13.75@14.50
Lambs (82 lbs. down) medium.	13.25@14.50	11.50@13.50	12.75@14.00	12.75@14.00	12.25@13.75
Lambs (all weights) cull-common	10.25@13.25	9.00@11.50	9.50@12.75	9.00@12.75	9.50@12.25
Yearling wethers (110 lbs. down) medium-choice	9.00@13.25	7.50@12.00	8.75@12.75	9.00@12.50	9.00@12.25
Ewes (120 lbs. down) med.-ch.	5.50@7.15	5.00@6.50	5.00@6.50	4.75@6.75	4.50@6.00
Ewes (120-150 lbs.) medium-ch.	4.25@7.00	4.00@6.00	4.25@6.25	4.25@6.50	4.00@6.00
Ewes (all weights) cull-common.	1.75@5.50	1.50@5.00	1.50@5.00	1.00@4.75	1.50@4.50



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, July 21, 1928, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,385	2,071	6,300	15,858
Swift & Co.	5,711	2,219	7,300	21,632
Morris & Co.	2,403	546	11,600	5,352
Wilson & Co.	4,555	1,409	8,000	10,450
Anglo-Am. Prov. Co.	1,063	.....	600	.....
G. H. Hammond Co.	1,904	.....	3,300	.....
Libby, McNeill & Libby	827	.....	.....	.....

Brennan Packing Co., 6,500 hogs; Miller & Hart, 5,000 hogs; Independent Packing Co., 2,400 hogs; Boyd, Lanham & Co., 2,400 hogs; Western Packing & Provision Co., 9,100 hogs; Roberts & Oake, 5,500 hogs; Agar Pkg. Co., 4,500 hogs; others, 20,000 hogs.  
Totals: Cattle, 21,848; calves, 6,245; hogs, 98,900; sheep, 53,301.

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,670	680	2,048	3,276
Cudahy Pkg. Co.	2,623	667	2,477	5,858
Fowler Pkg. Co.	846	.....	.....	.....
Morris & Co.	1,877	948	1,025	2,754
Swift & Co.	2,519	403	7,788	5,235
Wilson & Co.	3,694	795	2,618	3,428
Local butchers	656	278	1,377	233
Total	14,385	3,771	17,333	20,784

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	5,631	8,559	9,323
Cudahy Pkg. Co.	4,506	8,803	10,722
Dold Pkg. Co.	883	6,282	.....
Morris & Co.	1,545	3,784	4,346
Swift & Co.	5,241	7,355	8,774
Eagle Pkg. Co.	31	.....	.....
Glassburg, M.	4	.....	.....
Hoffman Bros.	4	.....	.....
Mayerowich & Vall.	12	.....	.....
Omaha Pkg. Co.	26	.....	.....
J. Rife Pkg. Co.	15	.....	.....
J. Roth & Sons	74	.....	.....
So. Omaha Pkg. Co.	70	.....	.....
Lincoln Pkg. Co.	356	.....	.....
Marrell Pkg. Co.	6	.....	.....
Sage Pkg. Co.	283	.....	.....
Shelair Pkg. Co.	437	.....	.....
Wilson & Co.	1,256	.....	.....
Other buyers	.....	30,331	.....
Total	20,420	65,144	33,165

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,418	1,887	2,475	4,005
Swift & Co.	3,129	2,352	4,901	5,974
Morris & Co.	1,429	124	1,539	3,128
East Side Pkg. Co.	1,279	.....	1,822	.....
All others	3,905	2,136	10,217	2,138
Total	11,160	6,499	20,954	15,245

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,075	655	8,345	15,807
Armour & Co.	1,523	482	3,982	4,315
Morris & Co.	887	266	2,244	2,799
Others	2,906	942	8,871	2,111
Total	7,391	2,345	23,442	24,832

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,567	199	9,401	691
Cudahy Pkg. Co.	2,280	185	9,507	813
Swift & Co.	1,634	194	4,768	517
Smith Bros.	26	17	.....	.....
Local butchers	143	15	.....	.....
Order buyers	2,144	4	22,993	.....
Total	8,794	614	46,669	2,021

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,825	1,001	1,845	127
Wilson & Co.	1,837	831	1,828	76
Other butchers	82	.....	460	.....
Total	3,744	1,832	4,133	203

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Outside buying	1,552	1,768	23,536	2,876
Kegan & Co.	1,293	650	11,476	1,499
Indianapolis Abt. Co.	1,035	158	116	154
Armour & Co.	297	58	1,506	219
Bel Pkg. Co.	92	.....	17	.....
Brown Bros.	121	23	.....	15
Hilgemeler Bros.	2	.....	50	.....
Schuster Pkg. Co.	29	.....	405	.....
Wierview Pkg. Co.	9	.....	190	.....
Indiana Pkg. Co.	70	23	222	.....
Art Wabnitz	20	9	276	29
Maas-Hartman & Co.	18	12	.....	6
Roeder Abt. Co.	8	.....	.....	.....
Miscellaneous	373	84	486	868
Total	4,924	2,804	38,340	5,086

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
John Stegner	159	145	.....	63
C. A. Freund	92	33	146	.....
S. W. Gall	.....	7	.....	644
J. Hilberg	85	10	.....	58
Gus. Juengling	107	100	.....	76
E. Kahn's Sons Co.	932	218	5,184	325
Kroger Gro. & B. Co.	243	158	2,991	.....
Lohrey Pkg. Co.	5	.....	282	.....
H. H. Meyer P. Co.	27	.....	2,672	.....
W. G. Rehn & Son.	83	35	.....	.....
A. Sander Pkg. Co.	6	.....	795	.....
J. Schlichter & Son.	190	211	.....	168
J. & F. Schroth Co.	16	.....	3,139	.....
Vogel & Son	7	4	420	.....
Total	1,952	921	15,629	1,334

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	906	2,118	4,692	968
U. D. B. Co., N. Y.	36	.....	.....	.....
R. Gumz & Co.	109	41	68	41
Armour & Co., Milw.	479	1,041	.....	.....
N.Y.B.D.M. Co., N.Y.	17	.....	.....	.....
Butchers	222	482	82	254
Traders	378	138	8	20
Total	2,207	3,770	4,850	989

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	902	422	5,074	780
Dold Pkg. Co.	484	36	3,142	10
Wichita Dr. Beef Co.	25	.....	.....	.....
Dunn-Ostertag	181	.....	.....	.....
Keefe-LeSturgeon	48	.....	.....	.....
Total	1,640	458	8,216	790

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,425	2,907	9,373	1,005
Cudahy Pkg. Co.	361	1,441	.....	.....
Hertz Bros.	109	22	.....	.....
Swift & Co.	3,326	4,569	14,272	1,783
United Pkg. Co.	1,702	116	.....	.....
Others	382	.....	5,377	.....
Total	8,565	9,145	29,022	2,788

## RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended July 21, 1928, with comparisons.

## CATTLE.

	Week ended July 21.	Prev. week.	Cor. week, 1927.
Chicago	21,848	23,139	28,013
Kansas City	14,385	17,115	18,587
Omaha	20,420	21,060	15,363
St. Louis	11,160	12,262	15,566
St. Joseph	7,391	8,804	9,862
Sioux City	8,794	10,765	9,106
Oklahoma City	3,744	3,758	3,895
Indianapolis	4,924	5,240	4,461
Cincinnati	1,952	2,069	1,855
Milwaukee	2,207	2,962	2,430
Wichita	1,640	1,502	1,847
St. Paul	8,565	9,387	10,327
Total	107,030	117,793	121,319

\*Includes calves.

## HOGS.

	Week ended July 21.	Prev. week.	Cor. week, 1927.
Chicago	98,900	111,200	116,300
Kansas City	17,333	26,231	14,530
Omaha	65,144	68,308	59,899
St. Louis	20,954	21,444	28,855
St. Joseph	23,442	21,277	18,782
Sioux City	46,669	53,294	45,499
Oklahoma City	4,133	5,418	4,218
Indianapolis	38,340	39,915	37,890
Cincinnati	16,444	14,779	14,779
Milwaukee	4,850	6,155	4,939
Wichita	8,216	9,453	7,241
St. Paul	29,022	38,325	35,383
Total	372,632	417,464	388,280

## SHEEP.

	Week ended July 21.	Prev. week.	Cor. week, 1927.
Chicago	53,301	54,922	47,381
Kansas City	20,784	21,706	17,128
Omaha	33,165	36,142	38,140
St. Louis	15,245	21,208	12,593
St. Joseph	24,832	16,191	19,429
Sioux City	2,021	1,691	1,001
Oklahoma City	203	140	362
Indianapolis	5,086	5,825	6,171
Cincinnati	1,334	1,356	677
Milwaukee	989	994	759
Wichita	790	658	988
St. Paul	2,788	2,818	3,507
Total	161,138	168,621	148,058

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 16	15,640	3,322	44,199	14,385
Tues., July 17	6,552	2,352	23,626	12,858
Wed., July 18	9,919	8,152	14,834	14,333
Thur., July 19	7,390	2,801	23,621	9,438
Fri., July 20	2,162	867	22,017	7,038
Sat., July 21	600	200	5,000	3,000
Totals this wk.	42,263	11,394	133,297	61,047
Previous week	45,167	14,316	140,152	70,454
Year ago	56,137	12,470	135,225	62,320
Two years ago	53,903	12,022	124,873	61,874

Year's receipts to July 21, with comparative totals:

	1928.	July 1927.	1928.	Year 1927.
Cattle	123,642	150,017	1,310,105	1,558,938
Calves	37,935	35,079	474,993	423,269
Hogs	396,719	423,805	5,301,020	4,373,617
Sheep	179,089	167,583	1,868,295	1,940,942

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 16	3,877	1	8,806	1,452
Tues., July 17	1,964	17	7,415	1,143
Wed., July 18	2,026	.....	4,630	1,333
Thur., July 19	1,219	.....	5,435	1,284
Fri., July 20	918	.....	5,592	1,985
Sat., July 21	100	.....	1,000	100
Totals this wk.	10,104	18	32,278	9,249
Previous week	12,534	11	40,169	6,309
Year ago	15,525	506	31,044	12,010
Two years ago	15,022	123	29,010	11,556

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lamba.
Week end. July 21	\$15.15	\$10.80	\$ 5.70	\$15.50
Previous week	15.05	10.70	5.75	15.75
1927	11.00	9.30	6.00	13.80
1926	9.45	12.25	5.85	14.30
1925	12.25	13.25	8.00	14.40
1924	9.65	8.45	6.00	13.45
1923	9.45	7.05	5.85	12.70

Avg. 1923-1927 ..\$10.50 \$10.05 \$ 6.35 \$13.75

## SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards.

	Cattle.	Hogs.	Sheep.
*Week ended July 21	32,150	101,019	53,798
Previous week	32,633	100,346	64,085
1927	40,612	104,181	50,310
1926	38,881	95,863	50,218
1925	33,623	105,251	53,131
1924	39,564	94,757	58,173

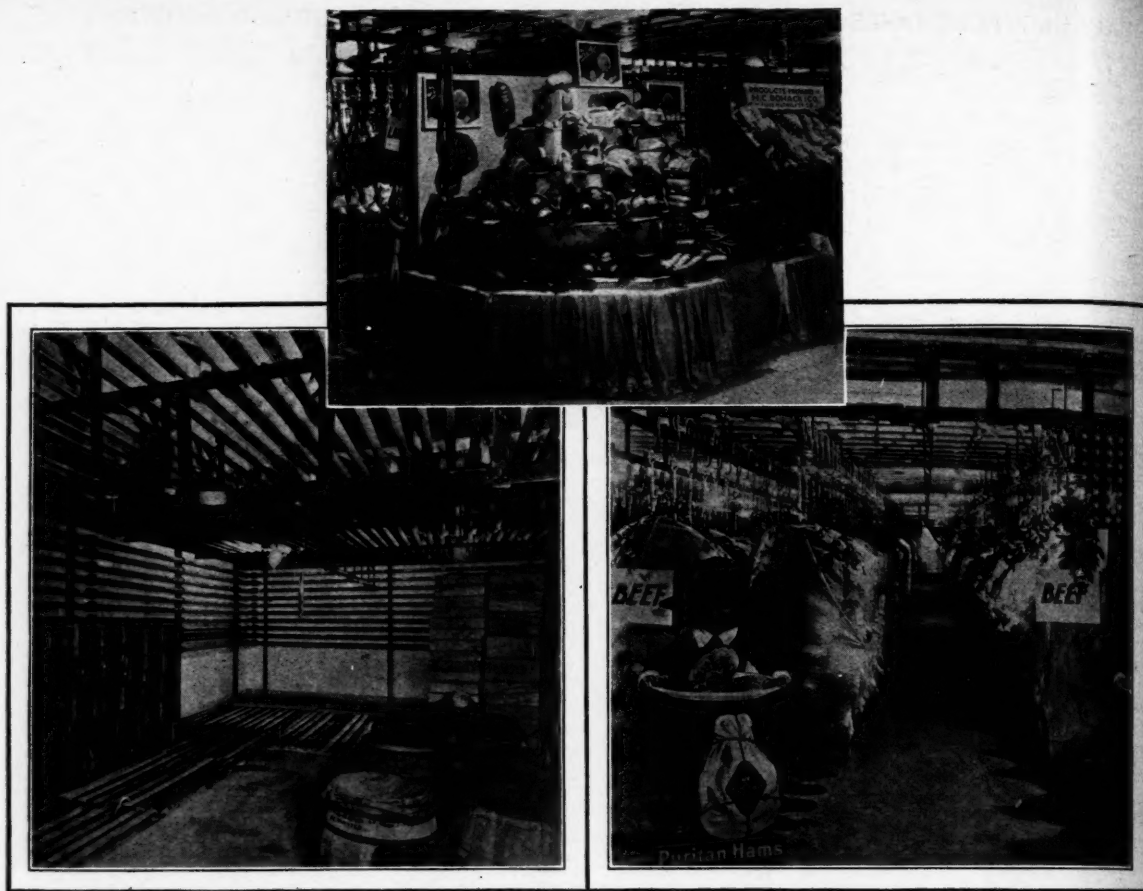
\*Saturday, July 21, estimated.

## HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

	Average No. received.	Wgt. lbs.	Prices—Top.	Avg.
*Week ended July 21	133,300	239	\$11.70	\$10.80
Previous week	140,512	238	11.65	10.70
1927	135,225	246	10.90	9.30
1926	124,873	262	14.50	12.25
1925	105,821	244	14.55	13.25





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# Ice and Refrigeration

## ICE NOTES.

The Guerin Lumber Co., Inc., Melbourne, Fla., will erect a cold storage plant.

A cold storage plant will be erected in St. Petersburg, Fla., by the St. Petersburg Cold Storage Co. The cost will be in the neighborhood of \$300,000.

The Desel-Boettcher Co., Palestine, Tex., has leased a building and will convert it into a cold storage plant. It will have a capacity of eight cars.

Work of construction has started on the cold storage plant of the Watsonville Cooperative Cold Storage Co., Watsonville, Calif.

A cold storage plant will be built in Jackson, Miss., by the Southern United Ice Co. It will contain approximately 225,000 square feet of storage space.

The Files Ice & Cold Storage Co., Martinsburg, W. Va., has been incorporated with a capital stock of \$25,000. The incorporators are Mary E. Files and W. M. Rockwell.

A cold storage plant will be erected in Brownsville, Tex., by a company headed by Roy Sethman. The cost will approximate \$250,000.

The Peoples Ice & Storage Co., Roanoke, Va., has been incorporated with a capital stock of \$125,000. A permit has been granted to the company by the city for a seven-story building to cost approximately \$80,000.

The Bells Light & Water Co., Bells, Tenn., has purchased a building which will be remodeled for cold storage purposes.

An addition to cost \$25,000 will be built to the plant of the Central Ice & Cold Storage Co., Vineland, N. J.

The United Cold Storage Co., Kansas City, Mo., will erect a cold storage plant to cost \$1,250,000.

A contract has been let by the Merchants Terminal Corporation, Baltimore, Md., for a cold storage warehouse to cost \$1,000,000.

A number of improvements will be made in the Municipal Ice & Cold Storage plant, Donaldsville, Ga.

Work has been started by the Atlantic Ice & Coal Co., Marion, Ga., on a new ice and cold storage plant.

The Gulf Ice & Cold Storage Co., Wilmington, Del., has been incorporated with a capital stock of 5,000 shares of no par value. The incorporators are Lincoln R. Clark, S. K. Schiff and Andrew J. Dallstream.

R. J. McCutcheon is building a cold storage plant in St. Petersburg, Fla.

Dominion Cal Co., Ltd., Three Rivers, Quebec, Canada, has filed plans for the construction of a cold storage plant to cost \$350,000.

## REBORING COMPRESSOR CYLINDER.

Engineers often ask information regarding when a compressor cylinder should be rebored. At the annual convention of the National Association of Practical Refrigerating Engineers a speaker discussed this question.

It was his opinion that a maximum of .002 in. out of round per inch of diameter is the maximum beyond which a fair degree of compressor efficiency cannot be obtained. He said further regarding the reboring:

"The boring bar should be large enough so that there will be a minimum of deflection, properly secured in the bearings and securely fastened in position. The lining up of the bar is most important.

"To properly line up a bar it is necessary to run a line through the cylinder, and locate it in such a position that if the cylinder should be bored to the line, the piston will run true at all points of stroke. While generally such a line when set will be central in the counterbore, or gasket groove, or neck bushing in packing box, this is not always the case. Frequently machines are found where the above points were off center to a true alignment. In such a case it is necessary to make marks on cylinder faces equal distances from the line, to use to centralize the bar when it is set up.

"The line should strike in center of crank pin (measured longitudinally) on crank end and strike central in counter bore or gasket groove on head end. Guides should be checked against the line and if found out so that the rod will move out of alignment more than .015-in. or if hollowed out more than .015 in. should be bored with cylinder. Rings should be made of a close grain gray cast iron finished after cutting and fit freely in groove. Corners should be taken off slightly, just enough so that a burr will not wear on it by time it is broken in. Clearance on end should be .001 per inch of diameter of cylinder."

## MEAT PACKERS' PROFITS.

(Continued from page 20.)

the companies which include slaughtering in their operations do the great bulk of the interstate business. Their profit-rate on their total investment in 1925 and 1926 averaged less than 5½ per cent, not much more than the yield on high-grade industrial bonds.

The companies classified as non-slaughtering had sales equivalent to only about a tenth of the sales of those classified as slaughterers. Their profit rate on investment in one year was almost treble, and in the next year was about double the rate of the so-called slaughterers, and their average rate compares favorably with the rate for fifteen other selected industries sampled.

### Does Cutting Loss Figure.

Why was the profit-rate on investment of the non-slaughtering in one year almost treble, and in the next year more than double, the profit rate of the slaughterers? The answers to this question may be very significant.

We should not be surprised if the largest single factor would be the so-called "cutting loss." (Generally speaking, slaughterers incur it; non-slaughtering do not.)

If this be the case, it seems reasonable to assume that the whole industry would make a better profit-rate if it should go on a manufacturing basis. As it is, the curer or smoker (or the curer-and-smoker) has been more nearly on a manufacturing basis; and his profit-rate, in two years at least, fared the better.

It also appears probable that some companies whose operations include slaughtering earned a fair or generous return on the owners' investment.

### Figuring Slaughterers' Profits.

For example, in 1926, 34 packers, each with a net worth of \$1,000,000 to \$4,000,000, earned a total of \$5,049,934.68 on an aggregate net worth of \$66,955,031.42, or 7.54 per cent on net worth, which probably is not far below the average for industry at large and compares favorably with the rate in related industries.

Now, if the average among the 34 was 7.54 per cent, it is probable that a number of concerns earned less than the average rate, and that a number also earned generous returns in what has been considered a hard year.

Therefore, at least to the extent that companies are willing to specialize in one division of the industry or to operate within certain ranges, it seems likely that there remain good opportunities, to efficient operators, already engaged in the business, to earn a satisfactory rate of profit on their investment.

Of course, what the most favorably situated packers can do does not cover the case of those companies who did the great bulk of the business, and who averaged on their stockholders' investment a very small rate of return.

### Packer's Profit and Others.

Does the packer receive a rate of return on his investment as large as that obtained by other manufacturers whose products serve similar wants?

Figures have been compiled on the net worth and net profits of 113 companies in 16 industries furnishing food (also ice and fertilizer), shelter, and apparel. The figures cover each of the five years from 1922 to 1926.

These figures are comprised in the following table, which shows the average percentage netted on investment in each industry so far, as indicated by sample companies. It also groups the industries according to their rates of return.

The following table shows the rates of return on investment in selected industries and a summary of the analyses.

Average Rate of Return by Industries for Five-Year Period, 1922-1926.

Industry	No. of Companies	Rate of Return
Boots and shoes.....	5	17.0%
Bread and baking.....	6	15.9
Canned goods.....	8	9.9
Cereals (branded).....	4	14.8
Clothing.....	9	11.7
Coal (bituminous).....	11	1.1
Cotton goods.....	11	.8*
Fertilizer, glue, etc.....	6	.2*
Flour milling.....	9	6.0
Ice (inc. retail coal).....	5	10.5
Leather.....	5	.6*
Lumber and timber.....	2	8.2
Milk and dairy products.....	6	14.6
Slaughtering and meat packing.....	10	4.9**
Sugar.....	15	4.5
Woollen goods.....	1	.5
Total.....	113	

Distribution of Industries by Groups According to Rate of Return.

Rate of Return	No. of Industries
Loss	3
0-2%	2
2-4%	0
4-6%	2
6-8%	1
8-10%	1
10-12%	2
12-14%	0
14-16%	3
16-18%	1
Total	16

\*Minus.

\*\*This average applies to only ten packers, including the four largest. The inclusion of a considerably larger number increases this rate of return to 5.6 per cent.

Some comments are given as follows:

#### Comments on Packer Profits.

A. The rate of profit on sales is a matter in which both the consumer and the packer are properly interested.

However, the rate of profit on sales is not a good measure of the fairness of the owners' profit; a quick turnover may build a good rate of profit on investment from a low rate of profit on sales.

The rate of profit on investment is a better basis for comparing the returns to owners in different industries.

B. On the average, an industry that is well established and well occupied by capital probably will not yield a profit-rate as great as that in an industry which is being successfully pioneered. The pioneers are entitled to a reward for their courage; or, to change the figure, new ground is rich ground.

C. The manufacturing operation in meat packing is relatively simple as compared with the operation in some industries. The nature of the raw materials is not greatly changed by manufacture.

D. Great capital is not required to enter the packing business in some of its divisions—fresh meats, for example.

#### Conclusions on This Study.

Some conclusions are stated as follows:

1. Some packers must have earned a generous rate of return on their investments even in 1926, which—especially until 1927—was considered a lean year. This conclusion is based on the higher profit rates, particularly those of packers classified as non-slaughters.

2. The foregoing conclusion probably applies in some degree to certain slaughterers.

3. In 1925 and 1926, a large number of companies conducting slaughtering operations and handling more than 90 per cent of the sales volume reported to the Packers and Stockyards Administration averaged less than 5½ per cent on their investment. In 1925, their rate of return was 5.10 per cent; in 1926, 5.66 per cent.

Whether these rates of profit were unduly small is, in part, a question of opinion. In the same years the average yields on fifteen "high-grade" industrial bonds were 5.06 and 4.90 per cent.

4. Measured by the return on investment in businesses furnishing food, shelter, apparel, and related utilities and gaining a profit on investment equaling or exceeding the return from high-grade industrial bonds, the return on investment in meat packing during the five-year period 1922-26 was unduly small.

#### Meat Packing vs. Like Industries.

In the following discussion the return on investment in meat packing is compared with return in successful kindred industries:

Assuming that the packing industry is performing an economic function efficiently, the packer may be warranted in comparing his rate of return on investment with the rate obtained in other industries performing kindred services, and receiving a return equaling or exceeding the yield that would be available if the investment were transferred to high-grade industrial bonds.

It will be conceded that from 1922 through 1926 money could be invested in high-grade bonds to yield 4 per cent or more with very little risk, either of principal or interest.

Of the 16 kindred industries distributed according to their rates of return, 5 showed a rate of return on investment less than 4 per cent. (actually less than 2 per cent.) Meat packing and the sugar industry fell within the 4-6 per cent group. The other nine industries fell within groups ranging from 6 to 18 per cent.

#### Packer Earnings Low in List.

In other words, if the industries averaging in 1922-1926 a rate of return equaling or exceeding high-grade bond-yields be grouped in brackets stepping up 2 percentage points at a time from 4 per cent, the packing industry, a doubtful qualifier with its return of 4.9 per cent, falls within the lowest bracket.

The same basis of classification may be applied to the 113 companies distributed according to their rates of return on investment. (These companies are included in the 16 industries shown in the preceding table.)

Of these companies, 45 averaged, in the period of 1922-1926, 4 per cent or less on their investment. Half of the sample meat packing companies were in this group.

Of the remaining 68 companies, 50 earned more than 6 per cent. Half of the sample meat packing companies were in this group.

Eighteen companies averaged 4-6 per cent. No meat packing companies were in this group.

Half of the 10 sample meat packing companies received a rate of return averaging distinctly lower than current rate of yield on high-grade industrial bonds. The other half obtained a return averaging distinctly higher than the rate of yield on high-grade industrial bonds.

About 39 per cent of 103 sample companies (113 companies, with the 10 packing companies deducted) earned 4 per cent or less. Fifty per cent of the 10 packing companies earned 4 per cent or less.

About 61 per cent of 103 sample companies earned 4 per cent or more. Fifty per cent of the 10 packing companies earned 4 per cent or more.

About 44 per cent of 103 sample companies earned 6 per cent or more. Fifty per cent of the 10 packing companies earned 6 per cent or more.

#### Compared With Industrial Bonds.

How return on investment in meat packing compares with industrial bond-yields is brought out in the following discussion:

It seems reasonable that a person investing his capital in a business legitimate in purpose and economic in function should receive a higher rate of return than would be available if he lent his money to such a business and obtained a mortgage as security for the loan.

As a mortgagee, he would have the definite promise of the company—with means of aiding enforcement—to pay him a stated return at stated times whether the company made a profit or not. In case of liquidation, his claims would have certain priorities over those of the stockholders.

On such grounds, it seems reasonable that the profit or investment in a successful business should be higher than the yield-rate of high grade industrial bonds.

In the compilation of the average rate of return on investment in 16 kindred industries, the average rate for the packing industry during the five-year period 1922-26 was 4.9 per cent.

Here are the average yields of 15 high-grade industrial bonds annually for the years 1922, 1923, 1924, 1925 and 1926.

1922	5.2 per cent
1923	5.3
1924	5.2
1925	5.0
1926	4.9

It will be noted that the lowest yearly average of the bond-yields—4.9 per cent in 1926—was the same as the average return on investment of the sample packing companies during the whole period, 1922-1926. This relationship would indicate that the return on investment in the packing industry was low.

However, there are two things to be said in connection with this comparison.

In the first place, the return on the stockholders' investment was calculated on the value of capital and surplus in current years, rather than on the amount and value of the stockholders' original investment or the current market value of their stock. The yield on bonds is calculated on the market value of the bonds.

In the second place, the extraordinary low return on investment obtained by packers in 1922 affected heavily the average for the period 1922-1926. In all other years of that period, the rate of return was above the average for the period as a whole.

#### Year-by-Year Table.

The following is a year-by-year table of the average yield of the 15 high-grade industrial bonds and the average return on investment of the sample packing companies:

	Average Yield of 15 High-Grade Industrial Bonds.	Average Return on Investment of 10 Packing Companies.
1922	5.2 per cent	1.5 per cent
1923	5.3	5.8
1924	5.2	6.3
1925	5.0	5.4
1926	4.9	5.0

Since the figures on 16 kindred industries for 1922-1926 were compiled figures for 1927 have been obtained covering the operations of 11 packing companies, including the four largest. Their average return on investment was 2.15 per cent. In the same year the average yield of the 15

(Conclusions stated on page 51.)



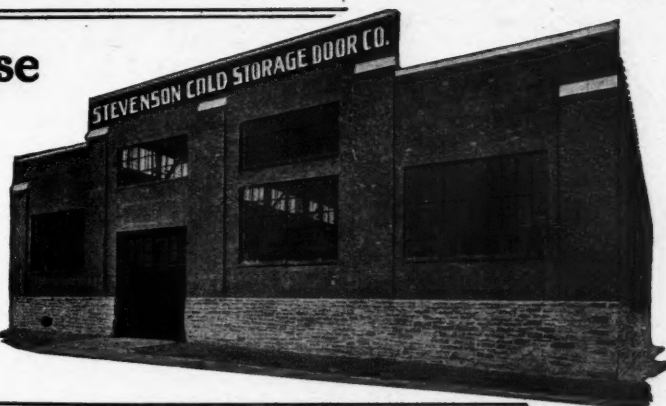
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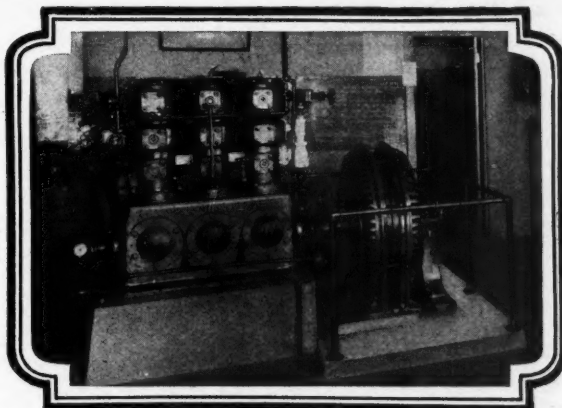
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# Chicago Section

Sam Stretch, the spice man, was in Chicago this week transacting business and calling on friends in the trade.

Jay E. Decker, president, Jacob E. Decker & Sons Co., Inc., Mason City, Ia., spent some time in Chicago on business this week.

W. W. Krenning, manager of the beef department, St. Louis Independent Packing Co., St. Louis, Mo., visited in Chicago this week.

Charles Kramer, with the brokerage firm of Dan Gallagher, left on his vacation this week. He will visit points in the East and South.

Isaac Powers, vice-president of the Home Packing Co., Terre Haute, Ind., transacted business in the city the latter part of the week.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., transacted business in Chicago the latter part of this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 21,188 cattle, 5,481 calves, 40,340 hogs and 40,084 sheep.

The Tri-R-Service, a new firm of packinghouse industrial engineers, has been formed in Chicago. The company will specialize in efficiency and investigational work in meat packing plants.

R. S. Solinsky, district sales manager of the Continental Can Company, Chicago, spent the week of July 15 at the New York offices of the company, together with G. E. Kummerow of the Chicago office.

K. Symons, sales manager of the William Davies Co., left on his vacation the latter part of this week. He will spend considerable of the time he is away in Eastern Canada. Mr. Symons was formerly located at Winnipeg.

D. E. Hocke, of the Miles Packing Co., Cape Girardeau, Mo., was a visitor to Chicago during the past week. Mr. Hocke and his organization are devoted readers of THE NATIONAL PROVISIONER and followers of its "make right" and "sell right" policies.

Provision shipments from Chicago for the week ended July 21, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1927.
Cured meats, lbs.	21,763,000	22,399,000	15,804,000
Fresh meats, lbs.	30,577,000	32,567,000	30,080,000
Lard, lbs.	5,468,000	6,182,000	2,882,000

W. F. Price, vice-president and general manager of the Jacob Dold Packing Co., Buffalo, N. Y., has returned to his home after an attack of appendicitis which necessitated an operation and for a time threatened serious consequences. Mr. Price is now about ready to take up the reins of management once more. This is good news to the entire industry, in which Mr. Price is held in very high regard.

Friends of Jay C. Hormel, vice-president and general manager of Geo. A. Hormel & Co., Austin, Minn., have received announcements of the arrival of a son at the Hormel mansion in Austin. The event took place on July 17, and the young man is honored with the name of his beloved grand-daddy, being christened George A. Hormel II. The proud father is doing as well as could be expected under the circumstances.

Dr. R. F. Eagle, assistant to the president of Wilson & Company, returned this week from an extended visit to the Mayo sanitarium at Rochester, Minn., where he underwent a serious operation. His host of friends within and without the industry will be glad to know that his convalescence has been rapid, and that he will soon resume his duties as assistant to Thomas E. Wilson. Dr. Eagle's modesty prevented most of his friends from learning of his condition, otherwise the facilities of the hospital and the United States mails would hardly have been adequate to handle the messages and remembrances.

## OHIO PACKER PASSES ON.

George J. Focke, president of the William Focke Sons Co., meat packers of Dayton, O., passed away at his home in Dayton last week after an extended illness. Death was due to heart trouble. Although he had been ill since last fall, it was not generally known that his condition was serious, and his passing was a shock to the trade.

Born in Dayton on August 29, 1879, he was the oldest of six sons of William Focke, pioneer Dayton meat packer. After finishing school he entered the business with his father, and upon the death of the latter in 1924 was elected president of the William Focke Sons Co., formed by the five boys to take over and operate the big packing enterprise founded by their father.



THE LATE GEORGE J. FOCKE.

In addition to being head of the packing firm, Focke was president of the Focke Realty company, treasurer of the Schaeffer Commission company, treasurer of the Union Stock Yards company, secretary of the Greene, Embury & Peterson company, director of the Terminal Cold Storage company, and director of the Miami Valley Coated Paper company.

He leaves a widow and one son, William H. Focke, in addition to the five brothers who continue the business—Albert, Oscar, Frank, Elmer and Walter Focke—and two sisters.

## WHAT ARE PACKERS' EARNINGS?

(Concluded from page 48.)

high-grade industrial bonds was 4.83 per cent.

It should be said, however, that large numbers of packers may have shown results in 1927 differing greatly from the average for the 11 sample companies. In fact, there were enormous variations in the rate of profit on investment among these 11 companies themselves. Moreover, these 11 companies were all slaughterers.

### Summary.

On the whole, it is concluded that packers doing a comprehensive business (including typical slaughtering operations), and handling in the aggregate a very large portion of the ascertainable sales volume, have been receiving, on an average for the group as a whole during the last six years, an unduly small rate of profit on their investment. A considerable number of such companies probably have earned a higher rate than the average for the group as a whole, but a considerable number probably have earned a lower rate than the average.

Business classified as "non-slaughterers," on the basis of an average for the group as a whole, have fared better, in two years, at least, than those classified as slaughterers. The rate of return in 1925 and 1926 on the aggregate investment in businesses characterized as non-slaughterers appears moderately good, but the rates of return among the individual businesses of this group probably would show considerable variations from the average for the group as a whole.

The probability in both cases is, of course, practically a certainty. In this connection it is interesting to note that:

In 1925, the rate of return on the aggregate investment of 198 federally inspected businesses including slaughtering in their operations was 5.59 per cent. But the return of 160 of these 198 packers was only 3.56 per cent.

In 1926, the rate of return on the aggregate investment of 198 such packers was 5.05 per cent. But the return of 160 of these 198 packers was only 3.62 per cent.

In other words, more than four-fifths of all the federally-inspected businesses classified as slaughterers averaged, for the group as a whole, a very poor rate of profit on investment in the only two years for which we have comprehensive classified figures.



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday,

July 26, 1928.

Regular Hams.		S. P.	
8-10	21 1/4	20 1/2	20 1/2
10-12	21 1/4	20 1/2	20 1/2
12-14	21 1/4	20 1/2	20 1/2
14-16	21 1/4	20 1/2	20 1/2
16-18	21 1/4	20 1/2	20 1/2
18-20	21 1/4	20 1/2	20 1/2
20-22	21 1/4	20 1/2	20 1/2
S. P. Boiling Hams.		Select.	
16-18	21 1/4	22	22
18-20	21 1/4	22	22
20-22	21 1/4	22	22
Skinned Hams.		S. P.	
10-12	22 1/4	22 1/4	22 1/4
12-14	22 1/4	22 1/4	22 1/4
14-16	22	22	22
16-18	22	22	22
18-20	22	22	22
20-22	22	22	22
22-24	18 1/2	19	19
24-26	17 1/2	18	18
26-28	16	17	17
28-30	15	16	16
Picnics.		S. P.	
4-6	14	13 1/2	13 1/2
6-8	13 1/2	13	13
8-10	13	12 1/2	12 1/2
10-12	12 1/2	12	12
12-14	12 1/2	12	12
Bellies.*		S. P.	
6-8	18 1/2	19	19
8-10	18 1/2	19 1/4	19 1/4
10-12	18 1/2	19 1/4	19 1/4
12-14	18 1/2	19 1/4	19 1/4
14-16	18 1/2	19 1/4	19 1/4
16-18	18 1/2	19 1/4	19 1/4
*Square Cut and Seedless.			
D. S. Bellies.		Rib.	
14-16	16 1/2	16	16
16-18	16 1/2	16	16
18-20	16 1/2	16	16
20-22	16 1/2	16	16
22-24	16 1/2	16	16
24-26	16 1/2	16	16
26-28	16 1/2	16	16
28-30	16 1/2	16	16
30-32	16 1/2	16	16
32-34	16 1/2	16	16
34-36	16 1/2	16	16
36-38	16 1/2	16	16
38-40	16 1/2	16	16
40-42	16 1/2	16	16
42-44	16 1/2	16	16
44-46	16 1/2	16	16
46-48	16 1/2	16	16
48-50	16 1/2	16	16
D. S. Fat Backs.			
8-10	10 1/2	11	11
10-12	11	12 1/2	12 1/2
12-14	12 1/2	13	13
14-16	13	13 1/2	13 1/2
16-18	13 1/2	14	14
18-20	14	14 1/2	14 1/2
20-22	14 1/2	15	15
D. S. Rough Ribs.			
45-50	14 1/2	14 1/2	14 1/2
50-55	14 1/2	14 1/2	14 1/2
55-60	14 1/2	14 1/2	14 1/2
60-65	14 1/2	14 1/2	14 1/2
65-70	14 1/2	14 1/2	14 1/2
70-75	14 1/2	14 1/2	14 1/2
Other D. S. Meats.			
Extra Short Clears	35-45	14 1/2	14 1/2
Extra Short Ribs	35-45	14 1/2	14 1/2
Regular Plates	6-8	12 1/2	12 1/2
Clear Plates	4-6	10 1/2	10 1/2
Jowl Butts	...	9 1/2	9 1/2
Lard.			
Prime steam, tierces	12 3/4	12 3/4	12 3/4
Prime steam, loose	11.80	11.80	11.80

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JULY 21, 1928.

	Open.	High.	Low.	Close.
LARD—				
July	12.30	12.30	12.30	12.30
Sept.	12.47 1/2	12.47 1/2	12.40	12.40
Dec.	12.70	12.70	12.65	12.65
CLEAR BELLIES—				
July	15.80	15.80	15.80	15.77 1/2
Sept.	15.80	15.80	15.80	15.80
Oct.	15.80	15.80	15.80	15.60
SHORT RIBS—				
July	14.20	14.20	14.20	14.20
Sept.	14.20	14.20	14.20	14.20
Oct.	14.20	14.20	14.20	14.10

MONDAY, JULY 23, 1928.

	Open.	High.	Low.	Close.
LARD—				
July	12.30	12.30	12.30	12.30
Sept.	12.47 1/2-50	12.50	12.40	12.42 1/2 ax
Oct.	12.65	12.65	12.57 1/2	12.60
Nov.	12.77 1/2	12.77 1/2	12.67 1/2	12.60
Dec.	12.90	13.02 1/2	12.90	13.00
CLEAR BELLIES—				
July	15.75	15.80	15.75	15.77 1/2
Sept.	15.75	15.80	15.75	15.80
Oct.	15.75	15.80	15.75	15.60
SHORT RIBS—				
July	14.00	14.00	14.00	14.00
Sept.	14.15	14.15	13.95	14.02 1/2 b
Oct.	14.10	14.10	13.85	13.85
Dec.	14.10	14.10	13.85	13.80 ax

TUESDAY, JULY 24, 1928.

	Open.	High.	Low.	Close.
LARD—				
July	12.30	12.32 1/2	12.30	12.30 ax
Sept.	12.42 1/2	12.42 1/2	12.40	12.42 1/2 b
Oct.	12.57 1/2	12.57 1/2	12.57 1/2	12.57 1/2
Nov.	12.65	12.65	12.65	12.60
Dec.	12.65	12.65	12.65	12.65
Jan.	13.00	13.00	13.00	13.00
CLEAR BELLIES—				
July	15.75	15.75	15.75	15.77 1/2 n
Sept.	15.75	15.75	15.75	15.80 n
Oct.	15.75	15.75	15.75	15.60 n
SHORT RIBS—				
July	14.00	14.00	13.95	13.95 n
Sept.	14.00	14.00	13.95	13.95 ax
Oct.	13.85	13.85	13.80	13.80 ax
Dec.	13.85	13.85	13.80	13.75 ax

WEDNESDAY, JULY 25, 1928.

	Open.	High.	Low.	Close.
LARD—				
July	12.35	12.35	12.35	12.32 1/2 b
Sept.	12.42 1/2	12.47 1/2	12.42 1/2	12.47 1/2 b
Oct.	12.57 1/2	12.65	12.57 1/2	12.62 1/2 b
Nov.	12.65	12.65	12.65	12.62 1/2 n
Dec.	12.65	12.70	12.67 1/2	12.70
Jan.	13.05	13.05	13.05	13.05 b
CLEAR BELLIES—				
July	15.82 1/2	15.82 1/2	15.82 1/2	15.77 1/2 n
Sept.	15.82 1/2	15.82 1/2	15.82 1/2	15.82 1/2
Oct.	15.80	15.80	15.80	15.80
SHORT RIBS—				
July	14.00	14.00	14.00	14.00
Sept.	14.00	14.02 1/2	14.00	14.02 1/2 b
Oct.	13.80	13.80	13.80	13.80
Dec.	13.75	13.75	13.75	13.75

THURSDAY, JULY 26, 1928.

	Open.	High.	Low.	Close.
LARD—				
July	12.35	12.35	12.35	12.35
Sept.	12.45-47 1/2	12.47 1/2	12.42 1/2	12.47 1/2 ax
Oct.	12.62 1/2	12.62 1/2	12.57 1/2	12.62 1/2 b
Nov.	12.65	12.65	12.65	12.62 1/2 n
Dec.	12.65-67 1/2	12.67 1/2	12.65	12.67 1/2 b
Jan.	13.05	13.10	13.05	13.05 b
CLEAR BELLIES—				
July	15.85	15.85	15.85	15.85 n
Sept.	15.90	15.90	15.90	15.90 b
Oct.	15.90	15.90	15.90	15.90
SHORT RIBS—				
July	14.00	14.07 1/2	14.00	14.07 1/2
Sept.	14.00	14.07 1/2	14.00	14.07 1/2 b
Oct.	13.80	13.80	13.80	13.80
Dec.	13.75	13.75	13.75	13.75

FRIDAY, JULY 27, 1928.

	Open.	High.	Low.	Close.
LARD—				
July	12.35	12.37 1/2	12.35	12.37 1/2 b
Sept.	12.50	12.52 1/2	12.47 1/2	12.47 1/2 b
Oct.	12.65	12.67 1/2	12.62 1/2	12.62 1/2 b
Nov.	12.70	12.70	12.67 1/2	12.67 1/2 b
Dec.	13.05	13.10	13.05	13.07 1/2 b
CLEAR BELLIES—				
July	16.10	16.20	16.10	16.20
Sept.	16.00	16.20	16.00	16.20
Oct.	15.80	15.90	15.80	15.90
SHORT RIBS—				
July	14.10	14.10	14.10	14.10
Sept.	14.10	14.10	14.10	14.10
Oct.	13.85	13.85	13.85	13.85
Dec.	13.80	13.80	13.80	13.80

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ended Thursday, July 26, 1928, with comparisons:

	Week ended July 26, 1928.	Prev. week.	Cor. week.
Armour & Co.	6,628	6,355	6,731
Anglo-American Prov. Co.	726	...	5,414
Swift & Co.	4,344	4,528	8,338
G. H. Hammond Co.	2,583	2,641	5,388
Morris & Co.	2,015	2,109	8,241
Wilson & Co.	4,819	5,791	9,278
Boyd-Launham Co.	1,753	2,366	5,412
Western Pkg. & Prov. Co.	9,013	8,438	4,588
Roberts & Oake	5,933	4,993	4,159
Miller & Hart	3,696	3,723	3,539
Independent Pkg. Co.	1,957	2,365	3,117
Brennan Pkg. Co.	6,964	6,382	6,115
Agar Pkg. Co.	4,594	4,363	3,642
Total	55,015	54,054	74,244

## CHICAGO RETAIL MEATS

Beef.		Lamb.	
No.	Cor. wk.	No.	Cor. wk.
1. 2. 3.	1. 2. 3.	1. 2. 3.	1. 2. 3.
Rib roast, hvy. end.	35	30	16
Rib roast, lt. end.	45	35	20
Chuck roast	30	25	18
Steaks, round	50	50	30
Steaks, sirloin	45	45	32
Steaks, porter	75	45	20
Steaks, flank	28	25	18
Beef stew, chuck	25	20	15
Corned briskets, boneless	28	24	18
Corned plates	20	13	10
Corned rumps, bns.	28	25	22

Mutton.		Pork.	
No.	Cor. wk.	No.	Cor. wk.
1. 2. 3.	1. 2. 3.	1. 2. 3.	1. 2. 3.
Legs	40	30	45
Stews	25	16	20
Chops, shoulder	42	30	45
Chops, rib and loin	60	25	55

Veal.		Butchers' Offal.	
No.	Cor. wk.	No.	Cor. wk.
1. 2. 3.	1. 2. 3.	1. 2. 3.	1. 2. 3.
Legs	32	24	18
Forequarters	24	18	14
Legs	32	24	18
Breasts	14	18	14
Shoulders	12	24	12
Cutlets	40	40	40
Rib and loin chops	40	40	40

Loins, 8@10 av.....	31	@34	26	@28
Loins, 10@12 av.....	28	@30	24	@26
Loins, 12@14 av.....	26	@29	21	@23
Loins, 14 and over.....	20	@22	18	@25
Chops .....		@36	28	@30
Shoulders .....		@22	15	@18
Butts .....		@24		@20
Spareribs .....		@15		@15

July 28, 1928.

THE NATIONAL PROVISIONER

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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended July 25, 1928.	Cor. week, 1927.
Prime native steers.....	25 @26	19 @21
Good native steers.....	23 @24	18 @19
Medium steers.....	22 @23	16 @17
Heifers, good.....	20 @25	13 @18
Cows.....	15 1/2 @18	11 @10
Hind quarters, choice.....	28 1/2 @30 1/2	@26
Fore quarters, choice.....	20 @21	@16

## Beef Cuts.

Steer Loins, No. 1.....	@41	@45
Steer Short Loins, No. 1.....	@38	@40
Steer Short Loins, No. 2.....	@32	@35
Steer Loin Ends (hops).....	@48	@49
Steer Loin Ends, No. 2.....	@30	@29
Cow Loins.....	@30	@18
Cow Short Loins.....	@36	@36
Cow Loin Ends (hops).....	@24	@18
Steer Ribs, No. 1.....	@32	@27
Steer Ribs, No. 2.....	@31	@26
Cow Ribs, No. 2.....	@22	@18
Cow Ribs, No. 3.....	@15	@11
Steer Rounds, No. 1.....	@25 1/2	@20 1/2
Steer Rounds, No. 2.....	@25	@19 1/2
Steer Chucks, No. 1.....	@19	@14 1/2
Steer Chucks, No. 2.....	@18 1/2	@13 1/2
Cow Rounds.....	@20	@17
Cow Chucks.....	@15	@12
Steer Plates.....	@14	@12
Medium Plates.....	@12	@10
Briskets, No. 1.....	@19	@16
Steer Navel Ends.....	@11 1/2	@8
Cow Navel Ends.....	@11	@7 1/2
Fore Shanks.....	@11 1/2	@7 1/2
Hind Shanks.....	@9	@8
Strip Loins, No. 1, bbls.....	@70	@60
Strip Loins, No. 2.....	@65	@40
Steer Butts, No. 1.....	@35	@34
Steer Butts, No. 2.....	@32	@27
Beef Tenderloins, No. 1.....	@80	@65
Beef Tenderloins, No. 2.....	@75	@65
Rump Butts.....	20 @18	@18
Flank Steaks.....	@25	@20
Shoulder Clods.....	@20	@15
Hanging Tenderloins.....	@18	@10

## Beef Products.

Brains (per lb.).....	9 @10	@10
Hearts.....	@14	@11
Tongues, 4@5.....	@35	@29
Sweetbreads.....	@40	@38
us-Tail, per.....	5 @10	@9
Prosh Tripe, plain.....	@8	@7
Fresh Tripe, H. C.....	@8	@7 1/2
Livers.....	17 @20	@13
Kidneys, per lb.....	@15	@10 1/2

## Veal.

Choice Carcass.....	24 @26	22 @23
Good Carcass.....	23 @24	18 @21
Good Saddles.....	25 @32	25 @32
Good Backs.....	14 @17	12 @16
Medium Backs.....	11 @12	10 @12

## Veal Products.

Brains, each.....	@12	@12
Sweetbreads.....	@80	@65
Calf Livers.....	52 @55	@44

## Lamb.

Choice Lambs.....	@32	@33
Medium Lambs.....	@28	@30
Choice Saddles.....	@34	@35
Medium Saddles.....	@32	@33
Choice Fores.....	@24	@25
Medium Fores.....	@24	@23
Lamb Fries, per lb.....	@33	@32
Lamb Tongues, per lb.....	@15	@13
Lamb Kid. eyes, per lb.....	@33	@25

## Mutton.

Heavy Sheep.....	@10	@10
Light Sheep.....	@16	@16
Heavy Saddles.....	@12	@12
Light Saddles.....	@18	@19
Heavy Fores.....	@8	@8
Light Fores.....	@14	@13
Mutton Legs.....	@20	@20
Mutton Loins.....	@15	@15
Mutton Stew.....	@8	@10
Sheep Tongues, per lb.....	@15	@13
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Pork Loins, 8@10 lbs. av.....	@29	23 @24
Casas.....	@15 1/2	@15
Skinned Shoulders.....	@18	@13
Tenderloins.....	@50	@45
Spare Ribs.....	11 1/2 @12	@13
Pocket Lamb.....	@13	@13
Back Fat.....	@13	@14
Boston Butts.....	@22	@14
Hocks.....	@10	@11
Tails.....	@10	@11
Neck Bones.....	@4	@4
Slip Bones.....	10 @12	@9
Blade Bones.....	@13	@15
Pig Feet.....	4 1/2 @5	@5
Kidneys, per lb.....	@8	@8
Livers.....	6 @7 1/2	@4 1/2
Brains.....	@14	@13
Ears.....	@5	@5
Snouts.....	@7	@8
Heads.....	@7	@10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@27
Country style sausage, fresh in link.....	@20
Country style sausage, fresh in bulk.....	@18
Country style sausage, smoked.....	@23
Frankfurts in sheep casings.....	@24
Frankfurts in hog casings.....	@22
Bologna in beef bungs, choice.....	@18 1/2
Bologna in cloth, paraffined, choice.....	@19
Bologna in beef middles, choice.....	@18
Liver sausage in hog bungs.....	@26
Smoked liver saus. in hog bungs.....	@14
Liver sausage in beef rounds.....	@17
Head Cheese.....	@26
New England luncheon specialty.....	@22
Mixed luncheon specialty.....	@24
Tongue sausage.....	@17
Blood sausage.....	@19
Polish sausage.....	@15
Souse.....	@15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51
Thuringer Cervelat.....	@31
Farmer.....	@29
Koltscheiner.....	@49
B. C. Salami, choice, in hog bungs.....	@26
B. C. Salami, new condition.....	@40
Prisces, choice, in hog middles.....	@55
Genoa style Salami.....	@38
Pepperoni.....	@49
Mortadella, new condition.....	@38
Capicouli.....	@53
Italian style hams.....	@16
Virginia hams.....	@10

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	10 1/2 @11
Special lean pork trimmings.....	@17
Extra lean pork trimmings.....	19 1/2 @20
Neck bone trimmings.....	15 @15 1/2
Pork cheek meat.....	@15
Pork hearts.....	@10
Native boneless bull meat (heavy).....	@16
Boneless chucks.....	@15
Shank meat.....	@14
Beef trimmings.....	12 1/2 @12 1/2
Beef hearts.....	@10
Beef cheeks (trimmed).....	@12 1/2
Dressed canners, 300 lbs. and up.....	@11 1/2
Dressed canners, 350 lbs. and up.....	@12
Dr. bologna bulls, 500@700 lbs.....	@13 1/2
Beef tripe.....	4 1/2 @5
Cured pork tongues (can. trim.).....	15 1/2 @16

## SAUSAGE CASINGS.

Beef Casings.....	
Domestic round, 180 pack.....	@45 1/2
Domestic round, 140 pack.....	@50
Wide export rounds.....	@67
Medium export rounds.....	@60
Narrow export rounds.....	@67
No. 1 weasands.....	@18
No. 2 weasands.....	@7 1/2
No. 1 domestic bungs.....	@21
No. 2 bungs.....	@21
Regular middles.....	@1.30
Selected wide middles.....	@2.50
Dried bladders:	
12/15.....	@2.50
16/12.....	@2.00
8/10.....	@1.25
6/8.....	@1.15

Hog Casings:	
Narrow, per 100 yds.....	@8.25
Narrow, med., per 100 yds.....	@2.00
Medium, per 100 yds.....	1.50 @1.75
Wide, per 100 yds.....	@.80
Export bungs.....	@.36
Large prime bungs.....	@.25
Medium prime bungs.....	@.18
Small prime bungs.....	@.09
Middles.....	@.18
Stomachs.....	@.06 @.08

Quotations for large lots. Smaller quantities at usual advance.

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	18.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

## BARELED PORK AND BEEF.

Mess pork, regular.....	31.00
Family back pork, 20 to 34 pieces.....	31.50
Family back pork, 35 to 45 pieces.....	32.00
Clear back pork, 49 to 50 pieces.....	26.50
Clear plate pork, 25 to 35 pieces.....	22.00
Brisket pork.....	23.50
Bean pork.....	21.00
Plate beef.....	27.00
Extra plate beef, 200 lb. bbls.....	28.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.55 @1.57 1/2
Oak pork barrels, black iron hoops.....	1.80 @1.85
Ash pork barrels, galv. iron hoops.....	1.75 @1.77 1/2
White oak ham tierces.....	2.22 @2.25
Red oak lard tierces.....	2.22 @2.25
White oak lard tierces.....	2.42 @2.45

## OLEOMARGARINE.

Highest grade natural color animal fat	
margarine in 1 lb. cartons, rolls or	
prints, f.o.b. Chicago.....	@23
White animal fat margarine in 1 lb.	
cartons, rolls or prints, f.o.b. Chicago.....	@20 1/2
Nat. 1 lb. cartons, f.o.b. Chicago.....	@17
(30 and 60 lb. solid packed tubs,	
1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@15

## DRY SALT MEATS.

Extra short clears.....	@14 1/2
Extra short ribs.....	@14 1/2
Short clear middles, 60-lb. avg.....	@15 1/2
Clear bellies, 18@20 lbs.....	@16 1/2
Clear bellies, 14@16 lbs.....	@16 1/2
Rib bellies, 20@25 lbs.....	@16
Rib bellies, 25@30 lbs.....	@15 1/2
Fat backs, 10@12 lbs.....	@11 1/2
Fat backs, 14@16 lbs.....	@12 1/2
Regular plates.....	@12 1/2
Butts.....	@9 1/2

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@27 1/2
Fancy skd. hams, 14@16 lbs.....	@29
Standard reg. hams, 14@16 lbs.....	@26
Standard skd. hams, 12@16 lbs.....	@25 1/2
Picnics, 4@8 lbs.....	@18 1/2
Fancy bacon, 6@8 lbs.....	@31
Standard bacon, 6@8 lbs.....	@25 1/2
Cooked hams, choice, skinned, fattened.....	@30 1/2
Cooked hams, choice, skinned, fattened.....	@40 1/2
Cooked hams, choice, skinned, fattened.....	@41 1/2
Cooked picnics, skinned, fattened.....	@27 1/2
Cooked picnics, skinned, fattened.....	@28 1/2
Cooked loin roll, smoked.....	@42

## ANIMAL OILS.

Prime lard oil.....	@15
Extra winter strained.....	@12 1/2
Extra lard oil.....	@11 1/2
Extra No. 1 lard.....	@11 1/2
No. 1 lard oil.....	@10 1/2
No. 2 lard oil.....	@10 1/2
Acidless tallow oil.....	@10 1/2
Pure neatfoot oil.....	@14 1/2
Extra neatfoot oil.....	@11 1/2
No. 1 neatfoot oil.....	@11
No. 2 neatfoot oil.....	@17 1/2

## LARD (Unrefined).

Prime, steam, loose.....	@11.77
Prime, steam, cash tierces.....	@12.32
Leaf, raw.....	@16.50
Neutral lard.....	@14.00

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	12 1/2 @12 1/2
Pure lard, tierces.....	11 1/2 @11 1/2
Compound.....	12 1/2 @12 1/2

## OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	13 @13 1/2
Oleo stocks.....	12 1/2 @12 1/2
Prime No. 1 oleo oil.....	12 @12 1/2
Prime No. 2 oleo oil.....	11 1/2 @12
No. 3 oleo oil.....	10 @10 1/2
Prime oleo stearine, edible.....	10 1/2 @10 1/2

## TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	8 1/2 @8 1/2
Prime packers tallow.....	8 1/2 @8 1/2
No. 1 tallow, 10% f.f.a.....	7 1/2 @8
No. 2 tallow, 40% f.f.a.....	7 @7 1/2
Choice white grease.....	8 1/2 @8 1/2
A-White grease, max. 5% acid.....	7 1/2 @7 1/2
Yellow grease, 10@15 f.f.a.....	7 1/2 @7 1/2
Brown grease, 40% f.f.a.....	6 1/2 @7

## VEGETABLE OILS.

Crode cottonseed oil in tanks, f.o.b.	
Valley points, non. prompt.....	8 1/2 @8 1/2
White, deodorized, in bbls., c.a.f. Chgo.....	10 1/2 @10 1/2
Yellow, deodorized, in bbls.....	10 1/2 @10 1/2
Soap stock, 50% f.f.a., f.o.b.....	@2 1/2
Corn oil, in tanks, f.o.b. mills.....	8 1/2 @9
Soya bean, seller's tank, f.o.b. coast.....	8 1/2 @9 1/2
Cocconut oil seller's tanks, f.o.b. coast.....	7 1/2 @8
Refined in bbls., c.a.f., Chicago, nom. 10.....	@10 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$ 4.25 @ 4.50
Hoofmeal.....	@4.00
Ground fertilizer, tankage, 10%.....	4.00 @ 4.35
Ground fertilizer, tankage, 6 to 9%.....	@ 4.25
Ground raw bone, per ton.....	32.00 @35.00
Ground steam bone, per ton.....	30.00 @32.00
Unground steam bone, per ton.....	28.00 @2

# Retail Section

## How Does Your Meat Shop Smell?

*Did You Ever Stop to Think This  
Might Be Reason for Bad Business?*

By Max O. Cullen.

[EDITOR'S NOTE.—The writer—a retail meat merchant who is a faithful reader of THE NATIONAL PROVISIONER—believes this is a subject of the greatest importance to meat dealers, and one that perhaps is not considered as often as it ought to be. Read what he has to say.]

Even your best friends, or customers, won't tell you.

But four out of five shops have it.

They have that characteristic meat market odor, which oftentimes is so pronounced that it acts as a real handicap to the business.

Some shops, through carelessness and poor ventilation, nearly knock the innocent passerby off the sidewalk! This usually is not considered the most approved method of creating business.

Other markets have a distinctly appetizing smell that makes people hungry, and thoughtful of dinner time. The latter is an advertising asset that should be carefully cultivated.

### Ventilation is Necessary

Proper ventilation is one requisite of the successful market.

It does not mean leaving the doors open in mid-winter, and freezing the meat cutters as well as the customers. But it does mean the air should be changed frequently enough to keep out all offensive odors.

Attractively displayed meat will not offset the objectionable odor of an otherwise clean market.

Many shops are conspicuously clean; the meat is freshly cut and apparently everything is as well kept as possible under modern refrigerating conditions. And yet a displeasing odor permeates the atmosphere, and greets the customer at the door with an unfavorable reception.

### Causes of Bad Smells

There are several reasons for this unpleasant condition, and all of them can be overcome by the exercise of care and common sense.

Faulty drainage from a fish box or drain in the back room often creates a sickening smell that is a disgrace to the market.

Clean and flush the fish box as often as possible and use some deodorizing compound in the process of cleaning. Check over the entire drainage system, and if it was faultily constructed, or isn't as effective as it could be, have it changed.

The air in the store may be stale and impure. But this can easily be remedied by opening both front and rear doors several times each day, allowing a complete change of air to take place.

### Smells from Back Room.

Unsavoury odors often waft into the front shop from the back room, when the two departments are in too close proximity in the same building. The

smell from scalding chickens, rendering lard, grinding old cracklings, etc., is not appetizing, and should be kept out of the front shop.

The back room and front shop should be separated in such a way that the noise and odor from the rear will not reach the buying customer.

Old sawdust, I believe, is more responsible than anything else for the objectionable odor in meat markets. We have sawdust covering for our floors behind the counters. Block scrapings, blood, small particles of meat and bones, grease and dirt—all these fall into the sawdust, and are absorbed or retained there.

### Old Sawdust an Offender.

We forget that all that stuff will spoil and decay in a few days, emitting an unsavoury odor hardly perceptible to those who are working over it all day, but readily noticeable to the customer coming out of the fresh air into the shop.

The sawdust in the average market is changed only when it becomes so dirty and greasy that we are afraid people will notice it. They may not notice the dirty sawdust, but their attention is unfavorably called to the result of it, and they have their suspicions about the freshness and quality of the meat in that shop.

Fresh, clean, sweet smelling sawdust is a tonic to the sensitive olfactory nerves of the particular housewife. Notice the difference in the smell that greets you in the morning when you first open the market after you have changed sawdust the day before, and I'll wager that you will agree with this article, and consider it good business to have that same smell greet your customers during the day.

### Keep Sweet and Make Money.

Sawdust should be changed at least once every week. It costs only a few cents, and will more than repay you by creating additional patronage.

A combination of attractive, appe-



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tizingly-displayed meats together with outstanding cleanliness and a market free from obnoxious odors are essential features in the successful retail market of today.

### NEWS OF THE RETAILERS.

The butcher shop of D. D. Baldwin, Fremont, Ia., was destroyed by fire recently.

E. E. Donath has engaged in the retail meat business in Sigourney, Ia.

David Larson has opened a meat market in Fergus Falls, Minn.

George Schneider and Jack Zenther have purchased the Bauer Meat Market at Baraboo, Wis.

J. P. Wourms has engaged in the retail meat business in Stayton, Ore., under the name of the Stayton Meat Market.

R. S. Van Cleve has purchased the meat business of J. Kosydar, Toledo, Ore.

N. C. Pike has sold his meat business at No. 10 Public Market, Seattle, Wash., to E. M. Hansen.

The Carstens Packing Co. has purchased the Twin City Meat Market, Aberdeen, Wash.

J. A. Raybourn, Exeter, Calif., has sold a half interest in his meat and grocery business to Del Conn.

R. Rampone has purchased the meat and grocery business of Joseph Mendel, 502 Auzerai Ave., San Jose, Calif.

W. H. Jackson and son, Hollis, Okla., will engage in the meat and grocery business.

R. C. Pitcher, Wichita, Kan., has engaged in the retail meat business in Meade, Kan.

Henry Broden has engaged in the retail meat business in Port Townsend, Wash., as Henry's Market.

B. A. Washburn has purchased the meat market at 10th and Williamette St., Eugene, Wash., from Moore and Anderson.

Fay Partch has engaged in the meat and grocery business in the Retzer Building, Bird City, Kan.

The Pig and Steer Market, Seattle, Wash., has been incorporated with a capital stock of \$1,000 by P. E. Pontius and M. L. Livensparker.

Ryder and Yentz have sold their meat market in Antigo, Wis., to F. A. and N. A. Krueger.

Harry Miller, Wausau, Wis., has opened a meat market in Marathon, Wis.

G. H. Ravelle, has purchased the retail meat business at 4762 5th Ave., Seattle, Wash., from H. O. Bingham.

### MORE LAMBS THIS YEAR.

A lamb crop totalling 25,989,000 head is predicted for the current year by the U. S. Department of Agriculture. This is nearly 2,000,000 head larger than the 1927 crop and 2,217,000 larger than the 1926 supply.

The principal increase is in Western lambs, the crop of natives being but little larger than that of 1927. The increase this year is due to an estimated increase of 460,000 head in the number of breeding ewes as there was a slight decrease in the reported number of lambs saved per 100 ewes in 1928.

## Retail Shop Talk

### WHEN CUSTOMERS QUIT.

One retail meat dealer recently learned some interesting facts about customers who quit.

Seventy-five per cent of these, he found, leave without giving any reason. Twenty-five per cent take the trouble to explain why they are trading elsewhere.

Of those in this latter class, most can be retained as customers by talking to them, finding out the causes of their dissatisfaction and adjusting any difficulties that may have come up. They are open-minded and willing to renew their relationship when they find that the merchant is interested

in them and wishes to retain their trade.

Of those who quit cold a few can be brought back by using the same tactics as are used on the other class, but many of them are unresponsive to any solicitations whatsoever.

This dealer has found it worth while, however, to go over his ledger at frequent intervals to locate the lapsed accounts, check up on them, find the reasons they are no longer trading with him, and when possible correct the conditions that caused them to leave.

A business to grow and prosper must not only gain new patronage but it must also hold the business it has. Taking an interest in customers who quit and making an effort to get them to return is the foundation of good business.

### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on July 26, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (700 lbs. up):				
Choice .....	\$23.00@24.00	\$22.50@23.00	\$23.00@24.00	\$24.00@25.00
Good .....	22.00@23.00	21.50@22.50	22.00@23.00	22.00@24.00
STEERS (550-700 lbs.):				
Choice .....	23.50@24.50		23.00@24.50	24.00@25.50
Good .....	22.50@23.50		21.50@23.50	22.00@24.00
STEERS (500 lbs. up):				
Medium .....	19.00@22.50	20.00@21.50	17.00@20.50	18.00@21.00
Common .....	17.00@19.00	18.50@20.00	15.00@17.00	15.00@17.00
STEERS: (1)				
YEARLING: (300-550 lbs.)				
Choice .....	25.00@26.00		24.00@25.50	
Good .....	23.00@25.00		22.50@24.50	
Medium .....	20.50@23.00			
COWS:				
Good .....	17.50@19.50	18.50@19.50	17.00@19.00	
Medium .....	15.50@17.50	17.50@18.50	15.00@17.00	15.00@17.00
Common .....	14.50@15.50	16.50@17.50	13.00@15.00	13.00@15.00
<b>Fresh Veal and Calf Carcasses.</b>				
VEALERS: (2)				
Choice .....	23.00@25.00	22.00@24.00	21.00@24.00	
Good .....	21.00@23.00	19.00@22.00	20.00@22.00	20.00@22.00
Medium .....	18.00@21.00	17.00@19.00	17.00@19.00	16.00@19.00
Common .....	16.00@18.00	15.00@17.00	15.00@17.00	
CALF: (2) (3)				
Choice .....			19.00@21.00	
Good .....	18.00@20.00	16.00@17.00	17.00@19.00	15.00@17.00
Medium .....	16.00@18.00	14.00@16.00	15.00@17.00	14.00@16.00
Common .....	14.00@16.00	12.00@14.00	13.00@15.00	12.00@14.00
<b>Fresh Lamb and Mutton:</b>				
LAMB: (38 lbs. down)				
Choice .....	26.00@28.00		26.00@28.00	26.00@27.00
Good .....	24.00@26.00	25.00@27.00	25.00@27.00	25.00@26.00
Medium .....	21.00@24.00	21.00@25.00	22.00@25.00	21.00@24.00
Common .....	18.00@21.00	18.00@21.00	19.00@22.00	18.00@21.00
LAMB: (39-45 lbs.)				
Choice .....	26.00@27.00	27.00@28.00	25.00@27.00	26.00@27.00
Good .....	24.00@26.00	25.00@27.00	24.00@26.00	25.00@26.00
Medium .....			22.00@25.00	
Common .....			19.00@22.00	
LAMB: (46-55 lbs.)				
Choice .....				
Good .....				
MUTTON: (Ewe) 70 lbs. down				
Good .....	15.00@17.00	16.00@18.00	15.00@17.00	15.00@16.00
Medium .....	13.00@15.00	13.00@15.00	13.00@15.00	14.00@15.00
Common .....	10.00@13.00	11.00@13.00	10.00@13.00	
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av. ....	27.00@29.00	26.00@27.00	25.00@27.00	24.00@27.00
10-12 lbs. av. ....	25.00@27.00	26.00@27.00	23.00@25.00	23.00@26.00
12-15 lbs. av. ....	23.00@25.00	22.00@25.00	21.00@23.00	22.00@24.00
16-22 lbs. av. ....	17.00@20.00	17.00@20.00	16.00@20.00	19.00@21.00
SHOULDERS: N. Y. Style, Skinned:				
8-12 lb. av. ....	17.00@18.50		18.00@20.00	16.00@18.00
PICNICS:				
6-8 lbs. av. ....		16.00@17.00		15.00@16.00
BUTTS: Boston Style .....				
4-5 lb. av. ....	20.50@22.50		21.00@23.00	21.00@23.00
SPARE RIBS: Half Sheets .....	11.50@12.50			
TRIMMINGS:				
Regular .....	11.00@12.00			
Lean .....	19.00@20.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

## New York Section

### AMONG RETAIL MEAT DEALERS.

Although the weather looked a little dubious last Sunday morning, four buses from different sections of Brooklyn and Jamaica, augmented by many private cars, including some from Manhattan and Far Rockaway, carried meat men to enjoy a full day with the Brooklyn, Jamaica and South Brooklyn Branches of the Retail Meat Dealers' Association on their annual outing at Fuchs' Narragansett Inn, Lindenhurst, L. I. Almost immediately upon the arrival of the buses breakfast was served in the large dining-room of the inn, and it seemed as though the large gathering had brought their appetites with them.

Upon the conclusion of the breakfast Chairman John Harrison introduced Joseph Rossman, president of the South Brooklyn Branch, who gave a short eulogy on the late Henry Himstedt, and the assemblage arose in his memory.

Upon returning to the grounds games of all kinds were enjoyed, those not taking part watching with keen interest, and a third group playing cards under the shady trees. The hotly-contested tug of war got off to a good start after Chairman Harrison played a little joke on the contestants. It was won by the South Brooklyn Branch. Leonard Sussell of the Brooklyn Branch walked off again this year with the honors in the fat man's race, while the baseball game was won by the Jamaica Branch. There were races for the little girls and the larger girls and for the boys and the single and married men; in fact, nobody was overlooked. Marie Brisby, the little granddaughter of the president of the Jamaica Branch, won the prize in the little girl's race.

About 5:30 p. m. a fine course dinner was served, at the conclusion of which Chairman John Harrison, business manager of the South Brooklyn Branch, introduced the speakers. The first speaker was Chris Roselle, president of the Jamaica Branch, the baby of the organization; followed by Joseph Rossman, president of the South Brooklyn Branch, the youngest chairman of the organization; Frank P. Burck, of the Brooklyn Branch, who has been identified with the retail meat dealers' associations for 37 years.

Mr. Harrison paid a glowing tribute to the next speaker, Mrs. Frank P. Burck, mother of the Ladies' Auxiliary. Mrs. Burck made a strong plea to the ladies present to join the Auxiliary. Then Chairman Harrison acceded to requests and told several stories. The last and principal speaker was Past State President George Kramer, who spoke on subjects pertinent to the trade, and also about the "On to Philadelphia Club," which has been formed for the purpose of increasing attendance at the national convention of the retail meat dealers on August 6-9.

The principal subject taken up at the meeting of the Bronx Branch, New York State Association of Retail Meat Dealers, on Wednesday evening of last week was the national convention at Philadelphia on August 6-9, and the "On to Philadelphia Club." Bulletins announcing this event have also been

placed in Armour and Company's beef houses in Westchester Market. President Leo Spandau has fully recovered and is getting ready to attend the convention. The proposed new by-laws had their first reading, the second will be at the only meeting next month, August 15th. Other routine matters were discussed. If the weather continues as warm as at present the business manager hopes those contemplating attendance at the convention will bring their bathing suits.

Mrs. Moe Loeb and her sister have returned from a trip abroad, which had to be shortened, due to an accident sustained by Mrs. Loeb's sister. Upon Mrs. Loeb's return her younger son, Leon, went abroad to join his brother in Paris. Both will return in the fall and assist Mrs. Loeb in conducting the business. Leon Loeb is now taking an active interest in the retail meat dealers' association, and has been made a director, to succeed his father, the late Moe Loeb, of Ye Olde New York Branch.

The many friends of Al Haas of the Ridgewood Branch will be glad to learn that he is recuperating. He and Mrs. Haas are spending some time at Honesdale, Pa.

Cards from Charles Raedle and family, who are sojourning in Europe, indicate that they are seeing everything worth seeing.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended July 21, 1928:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses.....		1,728
Canada—Beef cuts.....		28,439 lbs.
Canada—Meat products.....		10,952 lbs.
Canada—Smoked pork.....		889 lbs.
Italy—Sausage.....		831 lbs.
Italy—Hams.....		95 lbs.
Italy—Bacon.....		42 lbs.
Germany—Sausage.....		5,483 lbs.
Germany—Smoked hams.....		5,483 lbs.
Hungary—Sausage.....		2,750 lbs.
Norway—Meat balls.....		682 lbs.
Ireland—Smoked pork.....		2,036 lbs.
Denmark—Cooked hams.....		605 lbs.

### BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended July 12, 1928:

	July 13	14	16	17	18	19
Chicago.....	44 1/2	44 1/2	44	44	44	44
New York.....	45	45	45 1/4	45 1/4	45 1/4	45 1/4
Boston.....	46 1/4	46 1/4	46 1/4	46 1/4	46 1/4	46 1/4
Phila.....	46	46	46 1/4	46 1/4	46 1/4	46 1/4

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	44	44	43 1/4	44	44	44
	This week.	Last week.	Last year.	1928.	1927.	—Since Jan. 1—

Chicago..	44,032	53,143	48,035	1,847,292	1,972,520	
N. Y.....	70,519	70,676	72,859	1,982,606	2,138,150	
Boston..	28,621	27,574	30,251	749,173	771,296	
Phila....	17,153	23,614	24,511	659,927	609,621	

160,325 177,007 175,936 5,238,998 5,548,527

Cold storage movement (lbs.):

	In	Out	On hand	Same week-day last year.
	July 19.	July 19.	July 20	
Chicago..	228,855	67,854	18,668,106	25,474,017
New York	484,066	37,790	10,671,417	17,417,188
Boston..	189,906	20,980	8,018,918	11,255,969
Phila....	124,000	4,564	5,279,116	5,464,759
	1,036,847	131,194	42,637,557	59,611,933

### NEW YORK NEWS NOTES.

T. H. Nash of the Cleveland Provision Co., Cleveland, Ohio, is a visitor to the city this week.

J. C. Peyton, president of the Peyton Packing Co., El Paso, Texas, was in New York during the week.

Frank M. Firor, president of Adolf Gobel, Inc., and George Kern, Inc., has spent several days this week in nearby important cities.

George W. Casey, vice-president of the Wilmington Provision Company, Wilmington, Del., spent several days in the city last week.

Norman Plaatje, sales manager of George Kern, Inc., will start a vacation next week, which will be spent at Saratoga Springs, New York.

H. Dickens, manager of Wilson & Company's Washington Market branch, is spending a week's vacation along the southern coast of Massachusetts, Block Island and Newport.

H. C. Bohack, Sr., president and founder of H. C. Bohack Company, has just returned from a few weeks' vacation spent in Florida. H. C. Bohack, Jr., is living at Stony Brook, L. I., for the summer.

Among the visitors to the Cudahy Packing Company this week were President E. A. Cudahy, Jr., Chicago, and District Managers J. K. Rickey, Hartford, J. J. Kelly, Boston, D. E. Ford, Pittsburgh, and M. G. Bolby, Philadelphia.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending July 21, 1928: Meat—Manhattan, 760 lbs. Fish—Queens, 33 lbs. Poultry and Game—Bronx, 416 lbs.

### GOBEL STILL EXPANDING.

Announcement is made of the purchase of the United Sausage Co. and the Pearl Sausage Co., both of Boston, Mass., by Adolf Gobel, Inc., of Brooklyn, N. Y. This company has already taken over a majority interest in several other plants in the New York district, as well as two in Washington, D. C., and others elsewhere.

A meeting of stockholders has been called for August 22 to vote on increasing the authorized capital stock from 100,000 to 600,000 shares of no par value, splitting the present stock on a three for one basis, and exchanging some of the additional stock for the outstanding minority stock in four companies in which Gobel already has a majority interest.

In the first six months of this year the Gobel company earned net income of \$157,025 after all charges and deductions, equal to \$1.57 a share on the 100,000 no par common shares outstanding against \$171,849 after charges in the corresponding period of 1927, equal to \$3.37 a share on the 51,000 no par shares then issued and after allowing for dividends on the preferred.

# A Packer Sends For Our Free Trial Package

Then He Buys a Little Bit

*Then a Little More*

*Then More*

*and More*

Until He Uses SEASLIC *Exclusively*

**T**HAT procedure has been repeated time and time again in the last six months. It means Seaslic fully lives up to every claim made for it and is giving satisfactory results wherever it has been tried.

Seaslic, the liquid seasoning, improves the quality, color and appearance of every meat product in which it is used. Being made entirely of pure spices, Seaslic can be used with full confidence.

You, too, can profit by the economy and improved quality Seaslic brings to its users. Send for a Free Trial Package today and critically test Seaslic in your own way.

**SEASLIC, Inc.**

718-732 W. 50th Street

Telephone Boulevard 4428

CHICAGO



**THE LIQUID SEASONING**

*The use of Seaslic is permitted by the Department of Agriculture in establishments operating under Federal Meat Inspection*



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$14.75@15.00
Cows, medium	9.75@10.50
Bulls, light to medium	7.50@9.50

## LIVE CALVES.

Calves, veals, good and ch.	\$15.00@16.50
Calves, com. to med.	9.50@12.50

## LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$15.75@16.00
Lambs, spring, med.	13.00@14.50

## LIVE HOGS.

Hogs, 160-210 lbs.	\$11.00@12.00
Hogs, medium	11.75@12.00
Hogs, 120 lbs.	@10.75
Roughs	8 @ 9
Good Roughs	@ 9

## DRESSED HOGS.

Hogs, heavy	@16%
Hogs, 180 lbs.	@16%
Pigs, 80 lbs.	@17%
Pigs, 80-140 lbs.	@16%

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	25 @26
Choice, native light	25 @26
Native, common to fair	23 @24

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	23½ @24
Native choice, yearlings, 400@600 lbs.	25½ @26
Good to choice heifers	22 @24
Good to choice cows	18 @19
Common to fair cows	14 @17
Fresh bologna bulls	@14½

## BEEF CUTS.

	Western.	City.
No. 1 ribs	@26	29 @32
No. 2 ribs	@26	27 @29
No. 3 ribs	@18	24 @26
No. 1 loins	@34	38 @42
No. 2 loins	@31	34 @37
No. 3 loins	@19	30 @33
No. 1 hinds and ribs	25 @28	28½ @32
No. 2 hinds and ribs	22 @24	@27½
No. 3 hinds and ribs	20 @21	27 @27½
No. 1 rounds	@24	@26
No. 2 rounds	@23	@24
No. 3 rounds	@18	@23
No. 1 chuck	@19	19 @20
No. 2 chuck	@17	@18
No. 3 chuck	@13	16 @17
Bolognas	@ 6	15 @16
Bolls, reg., 6@8 lbs. avg.	22 @23	
Bolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	80 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

## DRESSED CALVES.

Prime	28 @31
Choice	25 @26
Good	@22
Medium	@17

## DRESSED SHEEP AND LAMBS.

Lambs, prime	31 @33
Lambs, good	25 @28
Sheep, good	14 @16
Sheep, medium	12 @14
Sheep, common	@10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	23½ @24½
Hams, 10@12 lbs. avg.	23½ @24½
Hams, 12@14 lbs. avg.	23½ @24½
Picnics, 4@6 lbs. avg.	17½ @18
Picnics, 6@8 lbs. avg.	17 @17½
Rolletes, 6@8 lbs. avg.	17 @17½
Beef tongue, light	36 @38
Beef tongue, heavy	38 @42
Bacon, boneless, Western	22 @23
Bacon, boneless, city	19 @20
Pickled bellies, 8@10 lbs. avg.	16 @17

## FANCY MEATS.

Fresh steer tongues, untrimmed	30c a pound
Fresh steer tongues, l. c. trim'd	40c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	15c a pound
Mutton kidneys	9c each
Livers, beef	34c a pound
Oxtails	12c a pound
Beef hanging tenders	24c a pound
Lamb fries	10c a pair

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	26 @27
Pork tenderloins, fresh	50 @55
Pork tenderloins, frozen	45 @50
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs. avg.	18 @19
Butts, boneless, Western	24 @25
Butts, regular, Western	22 @23
Hams, Western, fresh, 10@12 lbs. avg.	23 @24
Hams, city, fresh, 6@10 lbs. avg.	23 @24
Picnic hams, Western, fresh, 6@8 lbs. average	16 @17
Pork trimmings, extra lean	22 @23
Pork trimmings, regular, 50% lean	14½ @15
Spareribs, fresh	13 @14

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 45 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	@ 75.00
Black hooft, per ton	45.00@50.00
Striped hooft, per ton	45.00@50.00
White hooft, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s. 300.00@325.00	
Horns, avg. 7½ oz. and over, No. 2s. 250.00@275.00	
Horns, avg. 7½ oz. and over, No. 3s. 200.00@225.00	

## BUTCHERS' FAT.

Shop fat	@ 2%
Breast fat	@ 4%
Edible suet	@ 6
Cond. suet	@ 8%

## SPICES.

	Whole.	Ground.
Allspice	20	23
Cinnamon	16	19
Coriander	29	34
Ginger	14	17
Mace	1.08	1.13
Nutmeg	89	89
Pepper, black	37	42
Pepper, Cayenne	68	72
Pepper, red	85	85
Pepper, white	60	66

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	29	3.50	3.55	3.75	4.90
Prime No. 2 Veals	27	3.00	3.30	3.50	4.65
Buttermilk No. 1	26	2.85	3.20	3.40	...
Buttermilk No. 2	24	2.65	2.95	3.15	...
Branded Grubly	15	1.70	1.95	2.15	2.90
Number 3	...	At Value	...	...	...

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6c	5½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal saltpetre	8½c	8½c
Double refined nitrate soda	4c	8½c

	In 25 barrel lots:	
Double refined saltpetre, granulated	5½c	5½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined saltpetre, large crystal	8½c	8c
Double refined nitrate soda, granulated	8½c	8½c

## DRESSED POULTRY.

### FRESH KILLED.

	Fowls—fresh—dry picked—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	27 @29	
Western, 45 to 54 lbs. to dozen, lb.	25 @26	
Western, 43 to 47 lbs. to dozen, lb.	24 @25	
Western, 36 to 42 lbs. to dozen, lb.	23 @24	
Western, 30 to 35 lbs. to dozen, lb.	22 @23	
	Fowls—fresh—dry pld.—prime to fry—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	30 @30	
Western, 45 to 54 lbs. to dozen, lb.	27 @28	
Western, 43 to 47 lbs. to dozen, lb.	26 @26	
Western, 36 to 42 lbs. to dozen, lb.	25 @25	
Western, 30 to 35 lbs. to dozen, lb.	24 @24	
	Fowls—frozen—dry pld.—fair to good—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	27 @28	
Western, 55 to 59 lbs. to dozen, lb.	26 @27	
Western, 43 to 47 lbs. to dozen, lb.	24 @24	
Western, 30 to 35 lbs. to dozen, lb.	22 @22	
	Ducks—	
Long Island, spring	23 @23	
	Turkeys—Western—dry packed	
White, 11 to 12 lbs. to dozen, per lb.	25 @27	
Squabs—		
White, 9 to 10 lbs. to dozen, per lb.	60 @65	
Squabs, 9 to 10 lbs.	60 @65	

## LIVE POULTRY.

Fowls, colored, per lb., via express	@24
Broilers, fancy	@42
Ducks, nearby	@28
Pigeons, per pair, via freight or express	@30

## BUTTER.

Creamery, extras (92 score)	45 @45
Creamery, first (88 to 91 score)	43 @44
Creamery, seconds	42 @43
Creamery, lower grades	40½ @41½

## EGGS.

### (Regular packed.)

Extras	31½ @32
Extra firsts	30½ @31
Firsts	29 @30
Checks	26 @27

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.35
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.35
Blood, dried, 15-16% per unit	@ 4.96
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory	5.50 & 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.90 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	4.50 & 50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.15
Tankage, ground, 10% ammonia, 15% B. P. L., bulk	4.05 & 10c
Tankage, unground, 9@10% ammonia	4.45 & 10c

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw, 4½ and 50 bags, per ton	@37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@10.10

#### Potash.

Manure salt, 20% bulk, per ton	@12.40
Kalnit, 12.4% bulk, per ton	@ 8.00
Muriate in bags, basis 80%, per ton	@30.40
Sulphate in bags, basis 90%, per ton	@48.70

#### Beef.

Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.25
Meat Scraps, Ground.	
50%	@60.00
55%	@65.00

## Emil Kohn, Inc. Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

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407 East 31st St.,  
NEW YORK, N. Y.  
Caledonia 0115-0114

## Lincoln Farms Products Corporation

Collectors and Renderers of

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Manufacturer of Poultry Feeds

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